

# MANUFACTURERS' RECORD.

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### Information Wanted.

The MANUFACTURERS' RECORD wants information about Southern industrial and business matters. It invites correspondence from every one who has anything of public interest, whether it be in the shape of discussion of business matters that concern the South's prosperity, the building of a new factory of any kind, the enlargement of an old one, the opening of a mine, the projection or the construction of a railroad, or whatever it may be that relates to Southern advancement. The MANUFACTURERS' RECORD aims to be the medium of communication between the business interests of the South—a medium through which manufacturers and others can express their views and give any facts relating to their own business or to the business of the country, as well as to be the medium through which the business interests of the South shall be made known to the people of the whole country. Every manufacturer in the South must at times have information that would be of interest and value to others, the publication of which would help the South. The MANUFACTURERS' RECORD invites all such correspondence.

THERE is one thing wherein Georgia is sorely lacking—that is, sufficient liberality towards her corporations and her railroads. This State does not encourage the building of railroads and the investment of capital within its borders as it should. There are entirely too many laws on its statute books controlling and regulating these things. Capital is needed for the full development of Georgia; its investment should be sought and encouraged. Georgia needs more railroads, or it is practically at a standstill. No more railroads will be built in Georgia under present stringent laws.—Dalton (Ga.) Argus.

Every Southern State needs to appreciate the importance of encouraging the investment of capital. We need less of the agrarian, communistic spirit that crops out occasionally in unjust legislation against all corporations, and more of a broad-minded spirit of ample protection to all property interests in whatever form they appear.

## The Situation of the South.

A new element has entered into the business life of this country. For the first time in its history every business man now interested in the West or having in contemplation the investment of capital there is forced to pause and study the situation in the light of the events of the last ten years. No man is willing to risk his money where anarchism prevails to such an extent as it now does in a great part of the West, as demonstrated by the riots and the open defiance of the government. It will be suppressed, of course, but suppression is not eradication. The germs are there and will need only favoring conditions to produce more trouble. More to be regretted, however, than the riots of these anarchists are the actions of several governors, who at such a critical time sought to question the right of the general government to send troops into their States without first securing their permission. The absolute supremacy of the national government was settled some years ago. It would indeed be weak and helpless if it had no power to put a stop to lawlessness of the kind that we have seen in the West in any State, considering the ever-present danger of finding in a gubernatorial chair an anarchist of the Altgeld stripe.

In this critical time, for it has indeed been a critical time in our history, the South has fortunately demonstrated its freedom from labor riots and from anarchistic teachings, the soundness and stability of its political views, in upholding the President in his vigorous actions regardless of the rantings about States' rights of Governor Altgeld. The South is a part of this Union. It accepts the "logic of events" in the rights of the nation over and above the rights of States in such an emergency, and it would be prepared to face the situation in support of the President and rally to the defense of the country more quickly than any other section. This situation—the West repelling capital and denouncing the government; the South protecting capital and heartily supporting the government—presents to the world a condition which must forever stop all criticisms against the South from a sectional standpoint and demonstrate beyond all cavil the fact that in no other part of our country are all conditions so safe and sound for the future as in the Southern States. This outline of the situation is emphasized by the following editorial from the Philadelphia Press of July 7, one of the leading republican papers of the country and one that has rarely taken a favorable view of the South:

One of the few pleasant facts to dwell on at the present time is the attitude of the South in respect to the rights of the general government to take a hand in quelling the riots that have grown out of what was originally the Pullman strike. There has been no higher claim of the powers of the President of the United States over those of

the governor of any and every State than has been conceded by the Southern newspapers. They have emphatically indorsed Mr. Cleveland's proclamations and his ordering of troops to Chicago, and have as emphatically condemned the assumptions of Governor Altgeld and those who indorse his protests.

A few extracts from leading Southern newspapers will illustrate this fact. The New Orleans Times-Democrat says:

"Secession has been abandoned—we are all against it now—and Illinois cannot be allowed to practically leave the Union because its anarchist governor sympathizes with the Chicago rioters. It will have to be hauled back, just as we of the South were."

This is a very plain admission by one of the ablest newspapers in the South that the general government has the right to "haul back" a State into the Union and keep it there whether it wants to stay or not. The North claimed no more than this in 1861, and it claims no more now. The language of the Louisville Courier Journal is fully as significant as to the attitude of the South in the present crisis. It says:

"Penney, of Oregon; Waite, of Colorado, and Altgeld, of Illinois, have all recently issued instructions to Uncle Sam to keep off the grass. It will be observed that none of these States is south of Mason and Dixon's line. Down this way we have acquired a pretty definite knowledge of the distinction between States' rights and the nation's rights."

The Memphis Commercial Appeal discusses the danger the country would be in if the claims of the strikers were admitted, and asks:

"Is it not time—high time—for the flag of our country to be advanced to the war line and the bugle to sound the rallying call?"

But the most pronounced expression comes from the Vicksburg (Miss.) Herald, a neighborhood where, if anywhere in the South, it might be supposed that the States' rights doctrine still survived. That newspaper says:

"There was a time before the war when we boasted of the States and their reserved rights and all that sort of thing, but the war settled it that this is not a partnership of States, but a government composed of States, all of which must yield to the central power. A component part of the government is not as powerful as the whole, and where the President has national law for it he can send troops into any number of States, whether the governors like it or not."

It is gratifying to be able to place these utterances of leading Southern newspapers on record at the present time, showing as they do how thoroughly the heresy of States' rights has been eradicated from the Southern mind. They form a most striking contrast to the incendiary utterances of such Northern democratic newspapers as the Indianapolis "Sentinel," the Chicago "Times" and the "World." The attitude of these three newspapers is a matter for as much regret as the attitude of the Southern newspapers is a matter for congratulation.

And so it may, and probably will, turn out that the lamentable occurrences of the past few weeks have been blessings in disguise. If the result be to throw a flood of light upon the true Southern situation there will follow such an increase of the national wealth by reason of new Southern developments as to compensate many times over for the losses incident to the lawlessness throughout the West, and in the end strengthen the national government.

ANARCHY has attempted to rule this country, and its suppression, absolute and crushing, must be administered. President Cleveland has moved with vigor, but with conservatism and care, and he may be depended upon to enforce the laws and to sustain the nation's honor. Out of evil good will come, and the country as one united country will be strengthened and sectionalism largely destroyed.

## The Nicaragua Canal.

The MANUFACTURERS' RECORD publishes today a letter from ex Governor Hubbard, of Texas, to Senator Morgan, setting forth the great value of the Nicaragua Canal, when constructed, to the entire country. Governor Hubbard points out how this canal would open new markets for our cotton, create increased demand for grain and inaugurate a new and broader development throughout our whole country. A number of editors of Southern papers express through this issue the importance of prompt action by Congress at this session, in order to insure the commencement of active work upon the canal as soon as possible.

On Monday last the Baltimore Corn and Flour Exchange, the leading commercial organization of this city, having a membership of about 800, unanimously passed the following resolutions:

Whereas, it is the opinion of the Corn and Flour Exchange of Baltimore that the construction of the Nicaragua Canal would prove of incalculable advantage to all parts of our country; that it would revolutionize the world's commerce in favor of the United States; that it would enlarge our markets and open to our merchants and manufacturers the trade of countries having an aggregate population of 800,000,000 by shortening the distance of shipment about 10,000 miles; that it would inaugurate a new era of industrial, commercial and agricultural prosperity, and by uniting in closer business relations the North and the South, the East and the West, would help to destroy all tendencies to sectionalism; therefore, be it

Resolved, That the agreement reached in reports of the committee of the Senate and House of Representatives as to all the substantial features of the measures now pending in Congress for the construction of the Nicaraguan Canal is a cause for national congratulations. It is an assurance to the American people that this work, so encouraging to all industries, so indispensable to the world's commerce and so vital in its importance to the United States, is free from difficulties of a diplomatic, political or physical character, and that it only needs the financial support of the government and the people of the United States to secure its early completion.

As a part of the people of the United States, in harmony with a patriotic sentiment that everywhere is deeply felt, and realizing that the time has arrived when, for every reason, this canal should be completed without delay through the assistance and supervision of the United States, we will firmly uphold and sustain our representatives in Congress in voting to give financial credit to the work to which their patriotic efforts are being directed.

That we earnestly hope and insist that Congress will go steadily forward to establish for our country this guarantee of prosperity, security and just and peaceful growth in legitimate power, and will thus crown the nineteenth century with its most worthy and illustrious achievement, and enrich its great record of blessings to all mankind.

It would be difficult to compass in this space a more comprehensive statement of the value of this great undertaking and of the importance of immediate action by Congress. Every trade organization in the South interested in the advancement of this section should take action upon the matter.

RESOLUTIONS BY YOUNG MEN'S BUSINESS LEAGUE OF NEW ORLEANS.

The following resolutions were unanimously adopted by the Young Men's



Business League, Limited, of New Orleans, at a meeting last week:

Whereas, it is our opinion that no great commercial enterprise could have a more far-reaching effect or benefit more of our people than the Nicaragua Canal will have when completed; and

Whereas, its construction will bring the centre of civilization, intelligence and enterprise 11,000 miles nearer, by cheap water transportation, to the 500,000,000 people of Asia, and revolutionize the trade distribution to that great consuming mass; will make it possible for us to grasp the vast commerce of the East; will stimulate immensely our interior development and open up new and wider markets for the products of our farms, and will vastly expand the variety and number of our factories and increase the outlet for our surplus mine products; and

Whereas, the success of this enterprise will be the means of recovering our lost supremacy of the seas and revolutionize the carrying trade of the world,

Resolved, That we are earnest in our conviction that it is the duty of Congress to consider favorably an enterprise which promises to be so fruitful of benefits to our whole people, and to enact such legislation at this session as will guarantee the early completion of the Nicaragua Canal under the auspices of the United States government.

### The Glut of Gold.

A writer in the Pall Mall Gazette, of London, calls attention to the enormous accumulation of gold in that financial centre, the total amount of gold now in the Bank of England being nearly \$200,000,000, a sum unprecedented in the history of that institution. Referring to this fact this writer states that, as after 1857 and 1866, the Bank of England "is once more watching for the time when the mighty torrent of gold will again burst the dam and cause a general and rapid improvement in the value of securities."

People, says he, must have something for their money, and the question soon must be, who is going to set the example for going in for the purchase of second, third and fourth-rate investments? "In times gone by the same process has always been gone through, and it must inevitably be gone through again. At the present time there are some thousand millions sterling of money, or \$5,000,000,000, lying on deposit with the London banks, and hardly any of the depositors dares to move his portion into securities that are not gilt-edged." Discussing the matter further he says:

But without it being necessary to enlarge further on the forces that are making for a compulsory breaking up of the great gold dam which is daily being added to, like the pile of felled trees in the Norwegian rivers, those who take the trouble must be able to see that we are rapidly approaching the time when the great tide must begin to ebb. Then will loom on the financial horizon the welcome signs of returning profit-making to those who have been able to watch patiently through the dark and dreary days which have been such a sore trial to the industrious and enterprising business men of the most renowned and powerful financial centre the world has ever seen.

Bearing on the same subject is an article in the London Statist pointing out the heavy movement of gold from India to England. Gold has been hoarded in India for many years, and there is now a tendency to get rid of it by shipping it to England.

The Statist says: "If gold is exported in large quantities from India, the grounds upon which the closing of the mints was determined are completely cut away. It is proved conclusively that neither a gold standard nor a gold currency in India is possible. \* \* \* As Europe prefers gold to silver, India prefers silver to gold." It is true that the Indian government and the Herschel commission looked forward to the establishment of a gold currency in India as the only way of avoiding continued fluctuations between the currencies of England and

India. But the end may be accomplished, though the means be not the ones expected. If we are warranted in conjecturing that the closing of the mints has fixed a limit to the possible decline of rupees, and that this has disposed the people of India to part with their gold, then the end aimed at by the Indian government may be accomplished by better means than were contemplated. Instead of dispensing with rupees, their value and that of sovereigns may be brought closer together. "It is obvious," says the Statist, "to everyone who thinks for a moment that the first influence of large gold shipments from India would be to make money more plentiful and cheaper than it is now, and that the ultimate effect would be to raise the level of prices in Europe." India holds so much gold that if it could be induced to part with any considerable portion of it, it would tend strongly to restore the balance between gold and silver.

There are many people who look upon the increasing production of gold throughout the world and of this enormous accumulation in London as a forerunner of what might be called a gold boom, such as the world had after the great discoveries in California. Should this prove to be true its effect upon the business interests of the world could hardly be overestimated.

### Pig Iron in Alabama at \$6.50 a Ton.

The statement recently made in the MANUFACTURERS' RECORD that pig iron is now being produced in Alabama at \$6.50 a ton is fully confirmed in an article written for the Engineering and Mining Journal by Mr. Edmund C. Pechin, who freely admits that "as an honest confession is good for the soul, I must confess that my investigations prove what I did not heretofore believe." "These investigations," he says, "prove to me that pig iron is being made at a cost not to exceed \$6.50, and that indeed these figures are even shaded, owing to reductions recently made." Mr. Pechin gives high credit to the Birmingham ironmakers for the close attention and economy now practiced in all departments of this industry and for the great care exercised in mining operations, in the washing of the coal and in the manufacture of better coke, resulting in a lower fuel consumption and a larger output of iron. "Profitable iron-making in Birmingham," he says, "can be carried on indefinitely, and that even under the most depressed conditions of trade a fair and moderately profitable business may be maintained, notwithstanding the current opinion in the North and West, in which I have freely shared, that at the low prices at which Alabama furnaces have been selling iron they were losing money and were tending to sure disaster." "Any such belief as this," he says, "must be abandoned at once. Alabama as a big ironmaker is in the ring to stay. With a revival of business activity and advancing prices, the cost of production will advance in the North much faster than in the South, because in addition to wages there will come the profits of owners and middlemen in the former, while in Alabama the furnace companies own their own coal and iron properties."

Mr. Pechin has always been noted for

his very conservative opinions regarding the South's iron-making possibilities. His free admission that Alabama is making pig iron at less than \$6.50 a ton, a figure which no one would have dared to predict three years ago, indicates something of the future of that State.

### A Hindrance to Advancement.

One of the serious problems of public policy confronting the Southern people is the enactment of laws relative to associated capital or corporations. This problem needs in its solution all the wisdom, justice and progressive liberalism that can be found among the personnel of the State legislatures. The MANUFACTURERS' RECORD has repeatedly pointed out the danger in enacting such laws, and cautioned the people to watchfulness lest they cripple or destroy the progenitors of the golden era of commercial and industrial prosperity. The peculiar sensitiveness and temerity of capital in launching out in fields where any feeling of hostility obtains is a deterring force to natural development that is disastrous in effect. Laws have been put in force, petty in nature and not in accord with public sentiment, being the creatures of designing politicians, but, nevertheless, becoming a source of annoyance and anxiety to the interests against which they are aimed.

It should never be forgotten when laws of this stamp are in contemplation that capital is frequently unreasonably timorous and prefers to avoid entering fields where such laws are in vogue. This is not so much because of these laws in themselves. Their effect and power for mischief being limited, is, therefore, known. It is the intimation of the calibre of the lawmakers, carrying with it the possibility of wilder and more harassing legislation, that does the harm. Experience has taught the Southern people that unjust and uncalled-for legislation against associated capital does not injure the capitalists—merely causing a withdrawal from such conditions to other pastures where there are more reasonable and progressive lawmakers. The injury is done the people both directly and indirectly by such withdrawals. The mischief does not cease here, however. Such occurrences are heralded far and wide, a form of advertising that is as deleterious as an epidemic and accepted by capital as a curt invitation to keep out. As has been said, and its truth is evident to anyone in touch with the South, public sentiment is not in accord with such laws and wipes them out whenever aroused. They are fostered and fastened upon the people by the politician who uses the trust imposed in him for selfish purposes. In such a type of public men the South has a traitorous enemy. Every feeling of patriotism and solicitude for the commonweal which bind men together in fraternal brotherhood finds no responsive chord here. To crush out this ogre, who preys on a people's prosperity and debases their institutions, is a common mission. Let there be the same observance of consistency and stability in law-making that is practiced in the business house, founded on integrity and fair play. Laws will not then multiply in such extravagant numbers, and with sounder regulations healthier and more widespread will be the general growth and

development. In this connection an instance of double legislation is brought to our notice by the following letter:

CINCINNATI, June 23.

Editor Manufacturers' Record:

We note in your issue of June 22 an article headed, "One Hindrance to Advancement." Your remarks seemed to us very timely and proper. An instance of methods in practice in the South which are calculated to drive out Northern capital and Northern business men is illustrated by the following: The writer's company two or three years ago, desiring to do business in the State of Texas, found that we had to take out a permit to do business in the State, which is true of no other State in the Union, and we paid \$50.00 for a 10-year license. The next year the legislature passed an act requiring such corporations as ours to pay in addition to this \$10.00 per year license. Now, after issuing to us a 10-year license, we are required to pay another fee for the same object annually. On writing to the secretary of the state asking him how it was that a Commonwealth could give us a receipt for a 10-year license and then, after we had used that two years out of the ten, require us to pay \$10.00 per year in addition—I say, on asking him how this could be, he replied that the State was supreme and could do as it pleased. True, that may be so, but at the same time it has the effect which you mention in your article, and is a "hindrance to advancement." GEO. PECK.

### Wants Sectional Lines Obliterated.

In a personal letter to the editor of the MANUFACTURERS' RECORD Gen. R. A. Alger, of Detroit, Mich., writing about the work that may be accomplished by the committee of Northern and Southern men appointed at the New York meeting on June 21 to advance the interests of the South, says:

Absence from the city is the reason for my delay in answering your letter of the 25th ult. I am heartily in accord with the plan to make this country in fact, as it is in name, one, and no man will go further than I to bring about that result.

I confess to having been somewhat disturbed, not as to what General Rosser and Rev. Mr. Cave said in their speeches at Richmond, but for the fear that in the absence of a direct rebuke from the Southern press it might be justly considered that they voiced a large sentiment in the South. However, I am very glad of the assurance from yourself and others that sectional feeling has largely disappeared, and that the utterances referred to do not represent the better element of the South. I am a great believer in the future of the South, with all conditions equally favorable to all men. With its great resources and opportunities for investments it must grow if men who wish to go there are properly encouraged by the better element of those who reside there.

I shall be glad, indeed, when States are known by their names only, and not by their location; when latitude and longitude are forgotten, and our whole people considered as one.

### Investments in Southern Mineral and Timber Lands.

A Pittsburg capitalist bought eleven years ago 60,000 acres of wild land in Kentucky, for which he paid fifty cents per acre. Recently the land was visited by oil-smellers and strong indications of petroleum were found. Shortly thereafter the owner was approached and a bid of \$5.00 per acre made for the land, which he refused. When asked if he was not satisfied to take so handsome a profit he replied: "The profit is all right, but where could I put the money so that it would earn as much for me? The land will continue to increase in value, and I will just hold on to it." And he is doing so.—Ex.

The wise capitalists of this country in increasing numbers are disposed to invest in Southern mineral and timber properties. In 1888 one of Maryland's largest lumber houses purchased about 100,000 acres of pine land in Alabama. Last week the man who sold it to them came and asked if they would take just double what they paid for it. They refused. Would they take four times as much? No. Think of an investment of several hundred thousand dollars as safe as government bonds that has more than quadrupled in selling value within six years. The judicious investor in Southern mineral and timber lands now has greater money-making opportunities than he will probably ever have again.



## THE NICARAGUA CANAL.

## Its Great Value to the Country.

## What Its Effect Would Be Upon Our Asiatic Trade.

The MANUFACTURERS' RECORD is permitted to publish the following letter from ex Governor Hubbard, of Texas, to Senator Morgan:

TYLER, TEXAS, June 29.

Hon. John T. Morgan, U. S. Senator:

My Dear Sir—As you are chairman of the committee on foreign affairs, and having charge of and being an earnest and intelligent advocate of some measure of guaranty or aid by our government to secure the completion of a ship channel across the Isthmus of Nicaragua, I herewith respectfully call your attention to a brief telegraphic mention of what I said in an address at the capital of Arkansas in relation to the future trade of the South and West with the Asiatic countries consequent upon the completion of such ship canal.

Having spent, as you may remember, over four years as United States minister to Japan from 1885 to 1890, and during that time having visited China, Corea and India, I long ago become convinced that the early opening of a ship canal across the isthmus is an imperative necessity to our country in order to grasp and control, as we then will, the major part of the vast trade with 600,000,000 of peoples of the Orient.

I had near the close of my ministry at Tokio frequent conferences with the premier of the Japanese government, with the Chinese minister to Japan and with the leading and wealthy representatives of the great tea and silk merchants and dealers in those incomparable wares and works in bronze, at which conferences I was assured (not officially at the time) that such was their desire to see and aid this great work at the isthmus, that "if the United States government would only guarantee the payment of 3 per cent. interest on bonds (interest payable annually only), China and Japan and Corea as a people would take such bonds at par to the extent of from \$100,000,000 to \$500,000,000 in British gold, etc." They said that England and continental powers were their commercial enemies, and were opposed to the abolition of extra territoriality, in any form, as fastened on them by the treaties of Commodore Perry's time, whereby the custom-houses of China, Japan, Corea, etc., could or can impose no higher rate than 5 per cent. ad valorem (even on a cargo of costly wines from France, for example), while Christian nations imposed whatever import duties they saw proper, often amounting to a prohibition; that while England, a "free-trade" country, can and does send her whiskies or wines or beer to the Orient, with only a 5 per cent. duty permitted to be paid, she reserves the right to impose on Japanese "sake" (the native wine or beer), if sent to England, 163 per cent. excise duty. And so on to the end. The "golden rule" is thus ignored in practice by Occidental nations, while their Christian missionaries are preaching "Do unto others as ye would that they should do unto you."

Our country as to Japan for twenty-five years has advocated the abolition of extra territoriality politically and commercially, according to her the right of self-government. And we have always in said quarter of a century been willing, even quick and anxious, to abolish this commercial thralldom, at least as to all these Oriental nations, even if we reserve the old treaty provision that the subjects and citizens of Christian treaty powers should only be tried in the consular courts there for any violations of the civil or criminal laws of those countries.

Yet, the "treaty conference" to revise the

treaty of Japan and China, etc., which met at Tokio in 1886 and held sessions for two years (and of which I was a member), adjourned without revising these treaties of forty years ago, while the United States is the only treaty power that, all through said conference, contended for the independence of Japan in all respects, and for China and all other Asiatic nations, for their commercial autonomy, the right to impose what impost duty they saw proper, high or low or "duty free," as we do on their exports to us.

I did at last negotiate a treaty of amity and commerce in 1889, after the adjournment of this conference, with the full sanction of my government, abolishing extra territoriality in Japan so far as the United States was a party, judicial, political and commercial, and opened mutually the ports of our respective countries to the residence and trade of the other. That treaty was duly signed by his Majesty's prime minister and by myself as United States minister and agent, approved by the Emperor and sent to Washington, but, unfortunately, got there two weeks after President Cleveland's term expired. Had it arrived on time there would have been no doubt of its speedy ratification, including yourself as one of its most earnest friends, no doubt. It was sent back in six months to Tokio by a conspiracy of European diplomacy for revision, and there it remains. I am lately advised, however, by an ex-minister of Japanese foreign affairs (in office while I was there) in a private letter, that the Japanese Parliament or Diet are again anxious to have the United States to act on the treaty, which provides that only those powers who concede the abolition of extra territoriality, etc., shall be allowed residence in the interior to trade, etc. But I mention these things only to say that because of this situation the Japanese and Chinese are deeply interested in the Nicaraguan Canal. They want direct trade with the United States, and especially with the South and West, for exchange of their teas and silk and wares for our wheat and cotton and coal and petroleum, etc. They said that with an open ship-transit across the isthmus and deep-water ports on the Atlantic and the gulf, it would shorten the ocean transit on the Pacific over 12,000 miles over the longer and more perilous voyage across the Suez Canal. Asia even now uses nearly 1,000,000 of bales of cotton, most of it from the United States; but they charge that England sends to them the refuse raw cotton, reserving the best for their own mills. Their representatives said to me that China and Japan and other nations would take 3,000,000 of bales of our best cotton the first year after the completion of a ship canal across the isthmus and pay us one and three-quarter cents per pound more than the Englishmen pay to us. They want to change, in a word, the channels of trade. But, Senator, I have no time nor desire to tax you longer on this most interesting subject. Wonderful, wonderful, will be the prosperity of the grain trade of the West, coming down to the gulf and through our commercial deep-water ports and to the Atlantic seaboard, and of the Southern cotton, which may be increased to 20,000,000 bales instead of 8,000,000 as now, with 600,000,000 people of the Orient, who want to dress in cheaper cotton fabrics instead of costly silks, and use our flour as well as their rice, and our iron to build their railroads and for all their domestic use. England can then no longer press a button at Liverpool or Manchester and say over the cables, "cotton must sell today for six cents a pound" or "wheat at forty cents a bushel," and the like. Asia will compete and "raise the bid," and then we will solve the problem which has worried statesmen as to how we are to meet the demand for "better times" in agriculture and finance. I beg your

pardon. I hope you will bring your ripe experience to the solution of this great question of an open ship transit across the isthmus. Then we would people the vast Pacific with our sails of commerce, recover our merchant marine and become the "mistress of the seas," in peaceful commerce at least. The government can surely be secured in her guaranty of interest. If we fail England and France and Germany stand ready to furnish the money—by treaty with the governments of the isthmus. And then we must confront the "Monroe doctrine." I am, Senator,

Yours very truly,

RICHARD B. HUBBARD.

## WHAT SOUTHERN EDITORS SAY.

## The Government Should Act at Once In Pushing the Nicaragua Canal.

## Congress Should Act Promptly.

CHATTANOOGA, TENN., July 5.

All the thinking men of this section who have given the matter consideration, as far as I have been able to get their views, are of one opinion in this matter, and that is, that the Nicaragua Canal should be built by all means, and the sooner the better. I have given the subject a good deal of thought, and while I believe that the building of the canal will be of general benefit to the nation at large, I am fully convinced that it would prove a bonanza to some sections of the country, and in this category I include the South especially, as it would open up a market that would prove especially advantageous to the output of the Southern mills and factories.

The building of this canal should be the work of the government, and should it be accomplished during the term of the present administration it would be a gem in the crown of the party that would add much to its future popularity, and a democratic Congress should not allow the opportunity to pass by without taking advantage of it. Let the canal be built.

WM. BEARDEN,

Editor Chattanooga News.

## Must Be Built by Government Aid.

MOBILE, ALA., July 2.

A lively appreciation of benefits to come plays a large part in influencing the judgment of Alabamians as to the Nicaragua Canal. The making of this canal will place Mobile on a straight north and south line extending from Chicago through the canal and down the western face of South America, and will open to our people opportunities for trade that cannot now be estimated, but will surely be very great. Such a canal will make of the Gulf of Mexico a true Mediterranean sea, and will have effect upon Mobile as the Suez Canal has had upon Marseilles. This port has but recently entered the field in competition with any and all gulf ports, her deep-water channel being practically completed and her tonnage increasing annually by several hundred per cent. Any material growth of the gulf's commerce must of necessity redound to the advantage of this port. The fact is plain that if we are to have the Nicaragua Canal, this or some other government must build it. Great as are the powers and capabilities of private corporations, magnificent as have been their achievements in spanning this continent with railways, this canal is too gigantic an undertaking for private enterprise to contemplate. The government is, however, after all nothing but a big corporation. It is the aggregation of the wealth, intelligence and enterprise of the whole people. Such a power has the ability to construct the canal or to offer such guarantee that private parties can construct it. The mere circumstance that the locality is beyond our political territory is not a serious objection. Geographically the isthmus is a part of the United States. Nature has pointed out where the canal must be made.

That place happens not to be within the United State, nevertheless it is under the shadow of this country and as completely within our control as were it a part of the Union. The canal, therefore, occupies the position of any other great public work essential to the enlargement of the trade and commerce of the people of the United States. It stands in the same relation to the whole people as does the work on the harbor of Galveston or the keeping open of the passes of the Mississippi river. Further, nature having designated the place where the canal can be most economically built, and where a canal is essential to the world's commerce, we may be sure that some day, not a distant one, a canal will exist at that place. The question is, Shall we own it, or shall some foreign power like England own it? Shall our people have the richest advantages of such a commercial highway and the profits arising from the immense tolls, or shall we occupy a secondary place in territory virtually our own, and see a foreign people enjoying facilities which we can share but as a favor, and which can be denied us upon the whim of a foreign transatlantic people? That the canal should be made is a business necessity; that it should be owned or controlled by the American people is a political necessity.

ERWIN CRAIGHEAD,

Editor Mobile Register.

## Prompt Action by Congress Desired.

NORFOLK, VA., July 2.

The sentiment of this community, and, so far as I am advised, of Virginia, is warmly in favor of such action by Congress as will ensure the early construction of the Nicaragua Ship Canal. The Landmark has consistently advocated the energetic prosecution of this enterprise by the government, or by individual enterprise supplemented by the government. We think that if any commercial enterprise ever demanded the support of Congress, this one does. Business and sentiment alike require an early completion of the work.

K. C. MURRAY,

Editor Landmark.

## Difficult to be Patient with Delays.

MEMPHIS, TENN., July 1.

The benefits to be derived from the construction of the Nicaragua Canal are so vast and so obvious that it is difficult to be patient with objections or delay. The sentiment throughout this community is strongly in favor of prompt action on the part of Congress in order that the execution of this great project may be undertaken at the earliest possible moment.

E. W. CORMACK,

Editor Commercial.

## Its Great Value Fully Appreciated.

KNOXVILLE, TENN., July 1.

I agree with the MANUFACTURERS' RECORD that "the greatest undertaking that now faces the business world is the construction of the Nicaragua Canal." From the time I first read of the plan of uniting the waters of the Atlantic and Pacific by a canal through Lake Nicaragua the feasibility and desirability of the scheme has grown upon me. Today I consider it of greater importance to the future welfare and prosperity of the people of the United States than any other one thing. The commercial and industrial influences of such a canal are beyond computation. The wonderful changes wrought by the Suez Canal upon the commerce of Europe are small in comparison with what the opening of this canal would work upon the commerce of America, Asia, Australia, Japan and the entire East Indies.

But greater beyond expression as would be its effects upon the commerce and trade of the world at large, its political importance to the United States is even greater by comparison. It would tend more to unify the States of the Union than any other one thing that I can think of. It would bind together the North and the



South, the East and the West, Massachusetts and California, Minnesota and Louisiana, by a network of industrial and commercial ties.

But beyond its Aladdin-lamp-like promises of wealth it has another claim upon the American people, enough in itself to command their support. The Monroe doctrine has come to be as much a part of the policy of the United States as the Declaration of Independence. With the Nicaragua Canal under foreign control this second declaration of independence would have to be abandoned. It seems strange that the importance of this great enterprise and the advantages of it are so apparently little appreciated. This indifference can be accounted for on no other theory than that they are not understood. The subject should receive the earnest attention of the press, which can do much to remove the false notions regarding the enterprise.

The people of east Tennessee—of Tennessee—are earnestly in favor of the enterprise, those who have given the subject any thought and investigation being most strongly in favor of it.

Unquestionably the construction of this canal, for which nature has already done so much, would mark the beginning of a new era for the South and for the entire country.

W. C. TATUM,  
Editor Knoxville Tribune.

#### The Glory Will Be to the Party that Secures the Building of the Canal.

ANNISTON, ALA., July 2.

The civilized world is not confronted with a work of greater consequence than the construction of the Nicaragua Canal. What the Suez Canal has done in the East for the extension of commerce and the promulgation of civilization and Christianity would be accomplished to a much greater extent on our Western shores by the completion of this project. Even the most complaining pessimists concede this. The benefits would not be sectional alone, but national.

It is the universal opinion of the people in this portion of Alabama that our government should lend such aid to its construction as will place it under governmental control. The financial assistance asked by Mr. Morgan's bill would be a most wise investment on the part of Congress. As both the great parties have endorsed the project in their platforms, it cannot be discredited as a political measure, but the party under whose administration its construction is provided for by governmental aid, if necessary, will be accorded the glory.

Active resumption of work on this canal would greatly tend to a revival of prosperity in our own favored section.

MILTON A. SMITH,  
Editor Hot Blast.

#### Greatest Commercial Enterprise ever Undertaken in this Country.

NEWPORT NEWS, VA., July 3.

In my judgment no commercial enterprise ever undertaken in this country will compare in importance with the opening of a great water highway uniting the Atlantic and Pacific oceans. Its beneficent effects in the stimulation of commercial intercourse and in the utilization of her almost unlimited resources for a manufacturing section will be speedily realized in the South, and in a few years it would be seen that many of the problems which now deeply concern the people of the Southern States had been forever solved.

EDW. S. TAFT,  
Editor Journal.

FORT WORTH, TEXAS, July 4.

Texas heartily favors the completion of the Nicaragua Canal as a government enterprise, believing that it will be of vast benefit to the South and Southwest. It would make Texas one of the highways of the commerce of the world and stimulate production of all kinds by the enlargement

of opportunity and decrease of expense of traffic. Our thinking people are a unit for this work.

E. G. SENTER,  
Managing Editor Gazette.

COLUMBIA, S. C., July 6.

I cannot at this time reply fully to your inquiry regarding public sentiment in this section as to the Nicaragua Canal and my own views as to congressional action for the promotion of the enterprise, but in a few words I shall endeavor to acquaint you with both.

There has been very little discussion in this State touching the policy which should be pursued by the federal government as to the canal, but I think that the peculiar importance of that work to the South is generally recognized, and that our people would accept with satisfaction any legislation deemed necessary by the government to assure its speedy construction.

The State has expressed itself in favor of such government aid, under safe and wise limitations and with rigid supervision to prevent jobbery, as will open this great waterway between the two oceans at the earliest date. While I believe in a strict construction of the constitution and a jealous limitation of the powers of the federal government in domestic affairs, it is indisputable that there is no limitation upon the action of that government in foreign affairs, and so an interoceanic canal could be constructed beyond our borders by the aid of the federal government or by the government itself without impairing any right of the States or straining the constitution.

When we consider the extraordinary value of the Nicaragua Canal, considered merely as a channel of defense for our coasts on the two oceans, its importance in a military-naval sense is seen to be as great as that of the Pacific railroads, to which the government gave its aid. The immense advantage which it would give to the commerce of the United States in the Pacific, and especially the importance it would bestow upon our Southern ports, should make the South an earnest advocate of governmental aid to the project.

N. G. GONZALES,  
Editor The State.

#### Asbestos Works in Georgia.

An industry of far-reaching importance has just been inaugurated in Georgia. Near Demorest, in White county, in the midst of extensive asbestos deposits, has been built a plant for preparing the fibre for market. After several years' experimenting to secure proper machinery, the plant is now completed and has commenced operations with a daily output of from twenty-five to thirty tons of finished material. The Sal Mountain Asbestos Co. erected the plant, which, to show the plentiful supply of asbestos, is built on a bed of that article. The outcroppings of asbestos can be seen in large quantities all around the works, and it is estimated that the quantity in sight will keep the plant busy for a long term of years. The fibrous rock is passed through a crusher and afterwards goes through a process of defibrizing, fanning and screening. The success of the enterprise seems already assured, it being demonstrated that a marketable article can be turned out, while the demand on the company, already exceeding its production, guarantees profitable sales. H. S. Benjamin is secretary of the company, and T. W. Hix, general manager.

The citizens of Valdosta, Ga., held a meeting during the week and organized the Valdosta Immigration Association for the purpose of promoting immigration, spreading information concerning the South, etc. Officers were elected as follows: S. B. Godwin, president; D. F. Clyatt, vice-president, and C. R. Pendleton, secretary.

#### A SUGGESTION TO BANKERS.

Mr. Edward Atkinson's Views on the State-Bank Tax.

BOSTON, July 9.

Editor Manufacturers' Record:

It is much to be regretted that Congress at its present session did not deal with the bank question in such a way as to give the right direction to the monetary discussion of the ensuing year. I have myself advocated the unconditional repeal of the tax on bank notes, in order that it may be in the power of every State and of every section to learn the lesson of sound banking in its own way. After a long and patient study of the whole question I have come to the final conclusion that all our difficulties in the solution of the money question arise from the conception that money circulates by force or fiat of law, and not on its own merit and quality. The case is thoroughly well stated in a little volume on "Bimetallism" which has just been published in England by the Longmans and is now on sale in this country. The author is Henry Dunning MacLeod, a well-known writer upon financial topics. He states the real issue in the following simple terms:

"Notwithstanding the torrents of speaking and writing which have been poured forth on the subject, the whole question is reducible to a single simple issue.

"Suppose that governments issue gold coin and silver coin in unlimited quantities and endeavor to establish a fixed ratio between them by law—

"(1.) Is it the legal ratio fixed between the coins which governs the value of the metals in bullion in the market?

"(2.) Or is it the market value of the metals in bullion which governs the value of the coins?

"(3.) And if each government separately cannot, under such circumstances, maintain unlimited quantities of coin in circulation at a fixed ratio, can all the governments in the world maintain unlimited quantities of coin in circulation if they agree to enact a uniform ratio?

"The bimetallists maintain the first of these propositions; the monometallists maintain the second. To the third proposition the bimetallists reply in the affirmative; the monometallists reply in the negative.

"Our business is to investigate which of the parties is right in their contention."

Mr. MacLeod gives in a very few pages an exact history of the efforts which have been made by almost all countries and nations to establish the valuation of gold and silver coins at a fixed ratio by weight upon the latter hypothesis, namely, that value may be imparted to coined money by legislation or decree. I think the record that he gives will prove to the mind of every unprejudiced person that every effort of every nation to impart value to coin by statute and to force the circulation of two kinds of money—one made of gold and one made of silver—at a fixed ratio or par has invariably and necessarily failed.

I commend this work to every real student of the subject. Wherever an act of legal tender forces the circulation of any given kind of money, that is to say, that whenever and wherever, under an act of legal tender, a choice or option has been given to debtors of which creditors are deprived, the bad money, that is, the cheap money or the debased money, has driven good money which contains its own value in its own substance out of circulation, to the inevitable loss of those who have had the most implicit trust in the power of legislation.

On the other hand, in the great international commerce of the globe, which is free from the interference of legal-tender acts, good money made of gold or its equivalent has become the single standard of value, and will continue to be so, in my own judgment, in spite of international treaties

and agreements, and in spite of all statutes of legal tender. Good money made of gold or its equivalent, although not a legal tender, has driven bad money out of international circulation.

In view of these facts I venture to make one final suggestion to my Southern friends. Congress has failed to repeal the tax on bank circulation. Suits are threatened against Southern banks and bankers and all others who helped themselves in the recent panic by making use of or issuing clearing-house certificates for small sums and small checks. I think it is a great pity that any effort was made to procure legislation for condoning these acts of self-preservation, by which bankers and their customers alike were saved from bankruptcy. It is by no means certain that this issue of clearing-house certificates and small checks was unlawful. It is far from being established that these instruments of exchange corresponded to bank notes, and thereby became subject to a tax. Why not carry this issue to a conclusion in a competent court? It would solve many points.

In fact, clearing-house certificates and checks are not bank notes. They do not correspond to bank notes. They do correspond to the larger instruments, or bills of exchange, drafts, etc., which are in common and constant use and always have been. If the 10 per cent. tax cannot be enforced on these drafts, checks or certificates, then it is wholly unnecessary to procure any amendment of the national-bank act. If banks, bankers and persons have the right to issue clearing-house certificates or to draw checks each upon the other for small sums of \$1.00 to \$5.00, these instruments of exchange, not being a legal tender, would get the exact measure of circulation to which the credit of the parties would entitle them. They would be in every respect as suitable, as safe and as convenient as any other kind of unsecured bank currency. Ninety-five per cent. of the business of the country is conducted by means of instruments of exchange corresponding to what these checks and clearing-house certificates would be; therefore, it seems to me an insult to common sense to assume that the other 5 per cent. cannot be conducted in the same way by the issue of similar instruments of exchange corresponding in every way to those in common use, except in their amount.

The one element vital and essential to any system of banking or currency is that there shall be a unit of redemption into which every type and form of circulating medium shall either be converted on demand, or else the individual, bank or corporation that utters it shall become bankrupt. Duality in a unit is unthinkable. The sole question before the country is this: Shall the unit or standard of value of this nation be a coin which will buy anything anywhere, which is universal money, and which stands the test of fire in being worth as much after it is melted into bullion as it purports to be worth in the coin? or shall it not?

When this question is searched to its finality many persons may come to the conclusion to which the writer has been led by the logic of the case, namely, that all acts of legal tender were originally conceived in fraud and have been nursed in corruption. Good money requires no force or fiat of law to assure its circulation. Everyone is glad to get it in order to spend it. The essence of spending money is to become possessed of money of such a kind that it will buy more goods than any other kind. There is but one kind of money which meets that condition, namely, money made of gold, or instruments of exchange which serve as substitutes for such money, but which can be converted into gold coin on demand.

May it not be held that the final conclu-



sion will be to limit the function of the government to the manufacture of coins, certifying their weight and fineness; naming each coin by a separate and distinctive name; then opening the mints to the free coinage of gold, silver, copper, iron, lead and leather, provided an act of legal tender shall be so framed that whoever promises to pay gold dollars shall be held to that payment of gold dollars or become bankrupt; whoever promises to pay in silver coin under another name shall be held to that payment in silver or become bankrupt; whoever promises to pay in nickel, copper or iron shall pay in that kind of coin or become bankrupt.

It would then be safe to leave everyone free to make their own contracts in either kind of coin. It is not safe to give a debtor a choice between two kinds of money made of different metals of which the creditor is deprived.

Under such acts as I have above suggested what would be the standard or unit of commerce? Under such a free-coinage act who would want any coin made of silver, nickel, copper or iron?

In order to provide small change it would, of course, remain as it is now, incumbent upon the government to issue a token coinage of small change, maintaining its value by redemption in gold or its equivalent, to the end that the money of the people should be as good as the money of the banker.

EDWARD ATKINSON.

#### Profitably Utilizing Refuse Timber.

There is ample room and great need for a class of development in the South which has hitherto obtained but little progress. This field is particularly inviting, both in broadness and profitability. It calls for the fullest utilization of the waste products from established industries. Some remarkable illustrations of economy in large factories are shown by the application of the rule of extracting every possible element of profit from the raw material. The cottonseed oil and kindred industries point to the possibilities in this direction. In every manufacturing establishment there are opportunities for turning refuse and waste into cash, enlarging the dividends and employing more people. The MANUFACTURERS' RECORD has chronicled from time to time the success of such departures, emphasizing the extravagance of the usual policy of working up material into one product and throwing away as waste from 10 to 50 and sometimes more per cent. of the original article. An attempt at State Line, Miss., to utilize the remnants of pine logs, which has been attended with flattering success, presents a new source of profit to Southern lumber mills. A factory has been established at this place for the manufacture of kindling wood, and it is understood that its output is sold six months ahead. The material used, the stumps or butts of pitch pine, is to be found in an unlimited quantity, and as to the market, wherever a household exists there is a demand for kindling wood. The introduction of this industry offers additional testimony to the axiom that a wide-awake man need but to look about him in the South to find remunerative employment for capital and energy.

#### Are You Interested in Southern Advancement?

Every man interested in the advancement of the South should read the *Southern States* magazine, published by the Manufacturers' Record Publishing Co. This monthly magazine, devoted to the upbuilding of the South, devotes especial attention to immigration and real estate matters, to the fruit-growing attractions of the South and all other kindred subjects of interest to the general reader, North or South. An advertisement in this issue of the MANUFACTURERS' RECORD tells about this magazine and its work for the South.

#### The Southward Trend of Population.

By Richard H. Edmonds.

The next great movement of population that the world is to witness will be southward. The conditions are all favorable. Heretofore they have all been unfavorable. It has required a quarter of a century since the war to bring about the changes that were necessary to make the South a thoroughly attractive country for Northern and Western farmers. All the questions relating to possible race troubles had to be settled; the prejudices engendered on both sides by the war had to die out, and the fact that the South could produce other things than cotton had to be demonstrated. The construction after the war of railroads through the West and Northwest by the aid of enormous land grants made it absolutely necessary that these roads, controlled as they were by the leading financial powers of Europe and America, should bend their energies and unite the influences of all the financial forces concentrated in them to turn population westward. The South was in no condition to invite immigration, even if it had been in its power to accomplish anything against such a combination of forces as were at work in behalf of the West. Under these conditions, and with no influences of a similar character that could be put into operation in behalf of the South, all efforts to attract settlers to this section could only prove futile. The time was not ripe, and any careful student of the situation must have seen that, with the exception of Arkansas, Texas and Florida, all efforts in behalf of immigration would only be wasted energy. As the tide of population from Europe swept westward and the surplus energy and capital of the East found their best field of activity in that section, a much over-rated region became the centre of vast business activity and of tremendous agricultural development. So long as grain production furnished a basis for the opening up of farm lands, and so long as Eastern money poured into the West so liberally, there was great prosperity, but these conditions have changed. There has been an overproduction of grain throughout the world, and prices have for several years been below the cost of raising. Farmers, lured to the West by the attractive pictures painted of that section, are now realizing that they are fighting against nature, with the odds in favor of nature. Throughout much of that region there is a spirit of dissatisfaction and unrest. A country with very inferior natural advantages and resources as compared with the South has been pushed to the utmost limit of its possible profitable development for many years to come, and there is now a widespread reaction. Just at this time, with these conditions prevailing, all the disadvantages under which the South has labored are being removed. The annual gatherings of the Farmers' Alliance, if they have accomplished nothing else, have helped to destroy the prejudices against the South on the part of Western farmers. The farmers of all sections have become better acquainted than ever before. Western and Northern farmers have learned through contact with Southern farmers that there was no foundation for their prejudices against the South as a home. Prior to the establishment of the Alliance the farmers of the country were unacquainted. The Western farmer knew nothing about the Southern farmer. There was neither intercourse by travel nor by the press. The Southern farmer read a Southern paper, and the Western farmer read a Western paper. With the growth of the Alliance, the farmers of all sections learned to know each other. Alliance papers published in one section were read in all other sections. Acquaintance-ship brought about a better feeling, destroyed sectionalism so far as the farmers

as a class are concerned and broke down the barrier which, like an impassable wall, had separated the agricultural interests of the South and West. The result is that the South is becoming known to Northern and Western people as the most attractive section of our country. The prejudices formerly existing against it no longer stand in the way of a large emigration from the North and West to the South. While this change was taking place a great economic change was also in progress. The farmers of the South were paying more and more attention to diversified agriculture, reducing their indebtedness and demonstrating that farming can be made profitable despite the low prices of their products ruling of late years. In the West, on the contrary, the low price of grain and inability to diversify crops brought about serious depression in farm interests. Southern agriculture was advancing; Western retrograding. Under these conditions both sections were at last in a position when immigration work could be undertaken with an assurance of success. During the last five or ten years there have settled here and there all over the South a few Northern and Western farmers, whose great success is now being made known to all their friends in their former homes. This is awakening a direct interest in the South in all parts of the West—an interest such as could be aroused in no other way. Thus the pioneering work has been done. For a year or two some little effort has been made towards attracting immigration, and the results have been so surprising that the whole South is awakening to its value. In the West thousands are turning their attention southward, making easy work for the immigration agent. One local railroad immigration agent in Michigan assures me that he has on his books the names of 4000 people who want to move South, while one railroad company that has been at work for a year or two has received the names of over 25,000 people who intend to come as soon as they can make their financial arrangements. A New England farmer recently wrote to the *Southern States* magazine, of Baltimore: "There are thousands of us ready to go South when somebody has once started the ball in motion." Along one Georgia railroad, 150 miles in length, 9000 well-to-do Western people have settled in the last five years. From every section of the North, the West and Northwest, and even from California, requests for information about the South and its advantages for settlers are being received. Items of news from several thousand Southern towns and villages from Maryland to Texas pass before the writer every day. The most striking feature in all this mass of news—so pronounced that it would impress itself even upon the most casual reader—is the number of settlers reported from day to day as locating in the South. Here a few, there a few, a family here and a colony there—Americans, Germans, Scandinavians, and, in Louisiana and Mississippi, Italians—but most prominent of all, American farmers from other sections—such are the points gathered as one hurriedly runs through the country papers of the South. This is entirely a new thing. A year ago items of this kind were rare; now every issue of every Southern paper has something in it about immigration matters and the incoming of new people.

There has never been such a demand for information about Southern advantages as at present, especially as to the attractions for farmers from the North and Northwest. One of the most difficult things in connection with the work is to make those who have not personally investigated the South fully understand the combination of attractions and advantages possessed by the South without the disadvantages of all other sections. It is hard for them to fully realize that instead of the long, cold win-

ters of the North, the South has a climate so mild and so genial that outdoor work twelve months in the year is possible; that instead of its farmers being compelled to devote attention to only one or two staple crops, as elsewhere, they can raise a greater variety, including cotton, grains, grasses, fruits and vegetables, than any other part of the United States or Europe, and that cheap and abundant railroad and water transportation facilities enable them to market their crops in the great consuming centres of the country at the lowest freight rates. There is practically no limit to the extent to which this business can be carried. Even a year ago the railroads of the South, with one or two exceptions, were almost indifferent to immigration matters; now every railroad officer begins to appreciate the importance of immigration and can be counted upon for the heartiest co-operation with all efforts to attract settlers South.

In connection with this subject it may be of interest to call attention to the fact that the census department has recently issued a bulletin which is the strongest commendation of the agricultural advantages of the South that could be asked for. When these figures are carefully studied they show that the farm interests of the South are yielding far greater returns in proportion to the capital invested than those of any other part of the country. The total assets of Southern farm interests increased from \$2,314,000,000 in 1880 to \$3,182,000,000 in 1890, a gain of \$868,000,000, against a gain in the remainder of the country of \$3,000,000,000. In 1890 the South had total farm assets of \$3,182,000,000, against \$12,897,000,000 for all other States. With less than one-fourth as much invested in agriculture as other sections, the value of its farm products was \$773,000,000, against \$1,687,000,000 for other sections. The total value of farm products of the entire country was \$248,000,000 more in 1890 than in 1880, and of this increase the South had nearly one-half, or \$107,000,000. With a total investment in farms of \$3,182,000,000 in 1890, the total value of the South's agricultural products was \$773,000,000, or a gross revenue of 24.1 per cent. on the capital, while the combined capital invested in agriculture in other sections was \$12,797,000,000, with a product of \$1,687,000,000, or 13.1 per cent., or only a fraction more than one-half as much as the South's. In other words, for the capital invested Southern farmers received nearly two dollars for every dollar received by the farmers of other sections. This is simply a confirmation of the statements that have repeatedly been made—that properly-cultivated Southern soil will yield larger returns than that of any other section in proportion to the cost. The Western farmer, who has been accustomed to paying high prices for his land, can go South and secure at ridiculously low prices land that needs but to be carefully tilled to yield abundant harvests.

Because of the advantages given by nature to this section for profitable farm operations, and of the enormous area of tillable land, no limit can be set to the possibilities of Southern agricultural advancement. But while agriculture is advancing, coincident with it will be a continuation of the tremendous expansion in industrial interests that has been going on for several years. No equal area in the world has such a combination of advantages for manufacturing. With the start that has been made, resulting in largely more than doubling the capital invested in factories during the last ten years, the South is destined to become the centre of such vast manufacturing interests as to cause the same large increase in land values as we have seen in the central Western States, where a combination of manufacturing and agricultural prosperity brought about such an enhancement in the value of



real estate as to double and quadruple the value of farm lands some years ago.

With the southward trend of emigration and capital, and the increase in the population of this country, which is now about 15,000,000 to 18,000,000 every ten years, or almost as much as the present population of the whole South, there must come such a rate of progress in the South and such a demand for agricultural, mineral and timber lands and such opportunities for legitimate development enterprises as no other section of this country has ever seen.

### BUSINESS CONDITIONS SOUTH.

Extracts from Letters to the Manufacturers' Record.

Orlando, Fla.—The Shepherd Horseshoe Co.: "The business outlook in this portion of Florida is brighter than for many years. A good deal of building is going on, and capital is looking for investments."

Bristol, Tenn.—A. D. Reynolds: "Not much change in outlook; but slight improvement."

Monroe, N. C.—Monroe Cotton Mills: "We think the outlook is better than for past twelve months. We want Congress to settle the tariff bill some way."

New Braunfels, Texas.—Peter Faust & Co.: "Business prospect is good in this section, as the season has been exceptionally good and the cotton crop is expected to be better than the last few years."

Jefferson, Texas.—G. B. McDonald & Sons: "Texas is solid, and as soon as the infernal wrangle in Congress is settled, will be in shape to take the lead in progress, but I don't expect much until the temporary lease of the party now in power expires. Considerable business in lumber interest; mills are making large quantities of railroad ties for old and New Mexico, also bridge timbers, but prices are very low."

Mt. Hope, Ala.—A. H. Blackwell & Co.: "Our crops are looking fine at this time. Business is looking up a little now—better than it was three months ago."

Beebe, Ark.—Cole & Browning: "The outlook is very encouraging; have orders for more stuff than we can furnish."

Wadesboro, N. C.—Wadesboro Cotton Mills Co.: "Crop prospects good; manufacturing interests very dull."

San Antonio, Texas.—J. J. Olsen & Son: "Prospects for good business all over this State are very good. We have a big corn crop, and cotton never looked better, and will make a large yield."

Martinsburg, W. Va.—The Kilbourn Knitting Machine Co. (office, New Brunswick, N. J.): "Business never better with us."

Newport, Ark.—Pond & Decker Manufacturing Co.: "Outlook for the lumber trade is poor just at present, but all are of the opinion this fall will bring better times and a good demand in all lines."

Anniston, Ala.—Elam Drug Co.: "The prospects for good crops are very fine, and outlook for business is better than it has been."

Hickory, N. C.—Catawba River Lumber Co.: "We find the Northern market in very fair condition."

Handley, W. Va.—Coalburg Colliery Co.: "The prospect for the coal business, which is the life of this valley, is reasonably good now, with fair prospects of continuing."

Gastonia, N. C.—The Modena Cotton Mills: "Never better, and as the days go by the ratio will continue to increase."

Marlin, Texas.—The Southern Specialty Co.: "The crop prospects are good, and, so far as the manufacturing business in our line is concerned, the prospects are very encouraging."

Chas. C. Peters, president Peters Rubber & Supply Co.: "Things look bright in this section for fall, providing Cleveland can call off the strike."

### THE WEEK IN THE SOUTH.

Condition of Business and the Latest Features of Southern Progress Summarized.

The reorganization plans of the Richmond Terminal are making good progress, and this great system will soon become a powerful factor in the development of the South. A number of short lines, connecting links between other roads, and several logging roads are reported for the week. Among the new industrial enterprises reported are a \$16,000 rice mill in Louisiana; a \$15,000 lumber plant, phosphate plants, \$20,000 printing company, etc., in Florida; a \$400,000 meat-packing company, \$40,000 machine company, \$100,000 shoe-manufacturing company, dry-docks, etc., in Maryland; a \$30,000 furniture company, \$100,000 mining company, cotton mill proposed, etc., in Georgia; an ice factory, water works, etc., in Alabama; a lumber mill, steel bridge, etc., in Mississippi; tobacco factories, iron works, quarries, telephone system, etc., in North Carolina; a \$40,000 mercantile company, gold mine, \$5,000 clothing company, \$25,000 mill company, \$100,000 cotton-mill company, etc., in South Carolina; a large shoe factory, pencil works, quarries, etc., in Tennessee; a \$30,000 brick plant, \$25,000 plumbing company, cannery, etc., in Texas; a \$150,000 chemical company, coal mine, tobacco works, \$50,000 mercantile company, etc., in Virginia; \$100,000 land company, water works, coal mine, etc., in West Virginia. The new buildings reported included a \$11,000 school in Georgia, \$100,000 temple in Tennessee, \$80,000 courthouse in Florida, \$105,000 school and a \$10,000 church in Maryland, \$30,000 dwelling in West Virginia, and many others.

### Faith in the South.

[Special Correspondent, MANUFACTURERS' RECORD.]  
NEW YORK, July 7.

It is certainly encouraging to anyone interested in Southern progress to hear such an opinion as I heard today from a man who is one of the foremost, if not the foremost, dry-goods merchants in this country today—John Claflin.

The H. B. Claflin Co. has been for over twenty years what might be termed a New York landmark in the dry-goods trade. Its business, to use a poetic phrase, extends from ocean to ocean, and it is one of the many Northern concerns which years ago realized what a valuable business could be done in the South. As a result you see the name of "Claflin" on boxes, bundles and bales in towns of every size from Maryland to Texas. The Claflins had a large trade in this section during the "boom" period, and have felt all phases of the Southern financial situation. It is, perhaps, unnecessary to add that their business ventures in the Central, Western, Northwestern and Pacific States have also been as varied. Consequently this is one of the comparatively few large houses that are in a position, by reason of the character and length of their trade dealings in various parts of the country, to furnish views on their prospects, etc., which is absolutely reliable.

When I called on Mr. Claflin I found he was preparing for a two months' trip, and consequently had but little time. He expressed himself without reserve, however, on the present condition of the South as follows:

"The improvement in business in the Southern States is very marked, and I have no hesitation in saying that I know of no other locality where the prospects are brighter. That is my personal opinion, based on our observation and business relations with Southern merchants."

It will be remembered that Mr. Claflin is one of the executive committee appointed at the recent meeting of capital-

ists, merchants and others in this city for the advancement of Southern interests and to devise the best means of attracting people and capital to these States. Two gentlemen of this committee resigned, finding themselves unable to serve. They were President Samuel Spencer, of the Southern Railway Co., and Mr. Cooledge, of Boston, who has been so prominent in connection with the growth of that Chicago of the South—Atlanta. It is well known that these gentlemen found it impossible to serve for reason of the demands on their time.

Perhaps one reason why Mr. Claflin spoke so strongly of Southern improvement was because he had noted what I find is attracting much attention and comment here—the labor situation. While every paper is literally teeming with reports of strikes, riots, railroad blockades and boycotts, I fail to find a dispatch dated at a single Southern city of this character. Here is something for men who want to do business and have the money to invest to consider. Already, Chicago business men have lost millions of dollars by the effect of the strike. Within a few days some firms have seen the profits of a long period dwindle away to nothing. It is useless to hope to carry on a successful manufacturing or mercantile enterprise any length of time where a labor revolt may bring about such serious results, and I think the views of a gentleman here who is deeply interested in and is acquainted with the West and South are well worth putting in print. "New York people are doing a deal of thinking over this matter," said he, "and the comparative freedom of the South from labor difficulties has made that section conspicuous. There are many kinds of manufacturing which are now suffering from these strikes which could just as well be carried on there as elsewhere. Take the Pullmans for instance. Why should not Pullman cars be made in the South just as well as in Illinois? There are plenty of sites where fuel, water-power, if wanted, timber and good railroad facilities could be obtained, and where the effect of the Chicago labor agitators and anarchists would not be felt. During the whole series of these strikes along the railroads and in the coal mines the South had no labor troubles of any serious importance."

### The South.

[Memphis Commercial.]

Mr. R. H. Edmonds, editor of the Baltimore MANUFACTURERS' RECORD, has a very interesting and instructive article in the *Southern States* magazine of Baltimore, showing the progressive development and steady growth of Southern industry since the war. The figures presented by Mr. Edmonds are eloquent of the spirit of progress that is taking possession of the South and are prophetic of the fast approaching time when the South will be the richest and most prosperous section of the Union. What makes this showing the more remarkable is the fact, as stated by Mr. Edmonds, that the wonderful progress indicated by these figures has been mainly due to the work of Southern men and local capital. We might add that it has been done in spite of a systematic and deliberate policy of violent, malignant and selfish hostility toward the South by other sections of the country. Northern investors have been slow to take advantage of the opportunities offered by the South, and Southern enterprise has been compelled to fight the great battle against poverty, prejudice and many adverse and discouraging conditions. Great as is the work that has been done, it is but a dim prophecy of what is to be done when the barriers of sectional hate and prejudice have been broken down.

Mr. Edmonds makes the following compendious statement of what the South has accomplished in the past few years:

1. It has shaken off the idea of depend-

ence on the negro as the laborer, and the latter is falling into the relation of helper to the white laborer.

2. It has accumulated enough to undertake very extensive manufacturing without, in many cases, need to borrow capital from the North.

3. It has demonstrated that the Southern man makes as successful manufacturer and as skilled mechanic as the Northern man or the Englishman, and that the climate is rather advantageous than otherwise to successful and profitable work.

4. In iron, cotton and lumber manufacture it is not a question of whether the South can hold its own against other sections, but whether other sections can compete with the South.

In agriculture Mr. Edmonds shows that starting in 1880 with total farm assets of \$2,314,000,000, the South made an advance by 1890 to \$3,182,000,000, or a gain of 37 per cent., as against a gain of 30 per cent. for all the rest of the country. The total value of farm products for the South in 1880 was \$666,000,000, against \$1,555,000,000 for the rest of the country. By 1890 the South had gained in the value of its agricultural product \$107,000,000, or 16 per cent., while all the rest of the country had gained only \$141,000,000, or 9 per cent. With just one-fourth of the capital invested in agriculture the increase in value of Southern production was 45 per cent. of the total increase. In other words, the South derived a gross revenue of 24 per cent. on the capital invested in farming, while the rest of the country derived only 13 per cent., or but little more than one-half. Southern agriculture, therefore, according to these figures, pays \$2.00 on the investment to where agriculture in other sections pays \$1.00. But the showing is even more favorable when we consider the difference in the cost of living on account of the milder climate. In manufacturing the showing is even more impressive. In 1880 the South had \$257,000,000 invested in manufacturing; in 1890 it had \$659,000,000, a gain of 156 per cent., against a gain for the entire country of 120 per cent. The value of Southern manufactured products increased from \$457,000,000 in 1880 to \$917,000,000 in 1890, a gain of 100 per cent., against a gain of only 69 per cent. for the whole country. In 1880 the South paid \$75,000,000 in wages to factory hands, and in 1890 \$222,000,000. In cotton manufactures the capital invested has increased from \$21,000,000 in 1880 to \$61,000,000 in 1890 and \$97,000,000 in 1894. In 1880 there were only forty cottonseed-oil mills in existence, with a combined capital of \$3,500,000. Now there are 300 mills, with an aggregate capital of \$30,000,000, and the total value of their product \$29,000,000, of which the farmer gets \$18,000,000 to \$20,000,000. In 1880 the South made 397,000 tons of pig iron, and in 1893, despite the great depression, its production was 1,567,000 tons. The South's coal output was 6,000,000 tons in 1880, and nearly 28,000,000 tons in 1890.

These figures tell their own story. They place the future industrial primacy of the South beyond question. They will, of their own force, break down the barriers of sectional prejudice, and foreign capital will come in a steadily-increasing tide to aid the heroic efforts and complete the magnificent work of Southern pioneers.

### Do You Want Machinery?

If so, examine the advertising pages of the MANUFACTURERS' RECORD, where you will find the advertisements of 500 or 600 of the leading machinery manufacturers and dealers of the country. There is hardly any line of general machinery that cannot be secured from some one or more of our advertisers, but if you cannot find what you want in our advertising columns, write to the MANUFACTURERS' RECORD giving particulars of the machinery desired, and the information will be secured for you free of cost.



## SUCCESSFUL IMMIGRATION WORK.

## What One Georgia Road Is Doing.

[Special Cor. MANUFACTURERS' RECORD.]

AMERICUS, GA., July 2.

In my comment of the Augusta immigration convention, which recently appeared in the MANUFACTURERS' RECORD, I referred to the work done by the Georgia Southern & Florida Railroad, through its land commissioner, W. L. Glessner, in securing settlers along its line. As already stated, 9000 people have been located on the road within five years, and several towns have practically been created by this movement. I am going to treat of one of them in this letter, and show by its success what can be done by practical farming in this section of Georgia.

At Cycloneta, Ga., which is the name of the place, is an experimental farm, or rather a successful farm, for it is now far from being an experiment. It is under Mr. Glessner's personal supervision. Five years ago the site of Cycloneta was a tract of timber land. Not an acre was cleared. At present the following crops are being raised successfully: Cotton, both long and short staple, rice, sugar-cane, corn, oats, rye, barley, sweet and white potatoes, cabbage, onions, turnips, peas, beans, melons, hops, tobacco, hay; also berries, grapes, pears, apples, peaches, cherries, plums and other fruit. The corn-fields yield from forty to sixty bushels to the acre; oats twenty-five to thirty bushels, and a fair crop of tobacco is 700 pounds to the acre. On this farm, which comprises 1000 acres, are 40,000 peach trees, 4000 Keifer and 1000 Le Conte pear trees and a vineyard of 10,000 grape vines; also a grove of English walnut trees, besides orchards of the other fruits mentioned. It is not unusual to find a single grape vine with fifteen bunches this season, although the vineyard is but three years old. It should be remembered that every item of those I have mentioned has already been grown successfully.

The top soil is a sandy loam similar to that in many other parts of this State and the Carolinas. It can usually be turned up at a depth of from eight to twelve inches, and is principally a red clay. Mr. Glessner uses as fertilizer for it cottonseed meal, acid phosphate and cattle manure, according to the kind of crops to be raised. His principal hay is crab grass, which grows abundantly in the orchards and elsewhere and furnishes the best of fodder for the live-stock. This does not impoverish the soil, and requires little labor to raise. He also sows cow-peas largely, and finds an important source of profit from these.

Stock and poultry-raising are special features of this farm, and the results of experiments show that it is a good country for both. An Arabian stallion and two high-grade Spanish jacks are kept for breeding horses and mules. The hogs include droves of Poland, China, Berkshire and Essex, and in the poultry-yard are Plymouth Rock and Leghorn fowls, besides ducks and geese.

Naturally, fruit culture has occupied much of the time and attention of Mr. Glessner and his assistants. This country is in the great fruit-growing belt of Georgia, which promises to be one of the most prolific regions in the world for peaches and plums. At Cycloneta the peach trees are set out on an average of 200 to the acre, at a cost of one cent per tree. Their care and cultivation for three years cost but \$1.00 per acre per year, owing to the cheapness of labor in this section. When they begin bearing in the fourth summer, sixty crates to an acre is only a fair crop, and they can be readily sold on the tree at \$1.00 per crate or \$60.00 per acre. The planting and care of the trees has cost \$5.00 per acre. Say the farmer has paid \$25.00 per acre for the cleared land, which

is a high estimate at present, we have the following profit:

Cost of land per acre.....	\$25 00
Cost of planting and caring for trees.....	5 00
Total.....	\$30 00
Sale of first crop, per acre.....	60 00
Profit on one acre.....	\$30 00
or 100 per cent. the first year.	
Profit on 40,000 trees or 200 acres first bearing year.....	\$6000

These figures may astonish one not versed in the profits of this industry, but they are based on conservative estimates. But to go further and allow for one crop failure in every three seasons, although this is a record unknown in Georgia, we have a profit of \$12,000 for the three years, or \$4000 per year. This ought to satisfy the average investor, especially when he can raise about everything else he needs for family use at home and simply sell his fruit for profit.

Perhaps readers will partly understand from the above outline why Mr. Glessner has been so successful in inducing immigration. He has a country which doesn't need exaggerated description. Its resources speak for themselves, and when outsiders discovered the true state of affairs they were not long in coming into the land.

But what is the use of so much natural advantage if no one knows of it? How are the people in the North and Northwest to be made acquainted with its desirability? These were two questions which Mr. Glessner had to answer, and he has satisfactorily. He advertised liberally in publications which, like the MANUFACTURERS' RECORD and *Southern States* magazine, circulate among the class of people to be secured. He has made visits to towns in these sections, and by personal solicitation has secured many families to come into the new country. People, as a rule, believe in what their neighbors say and do, and the success of one family from, say, Minnesota down in this Georgia country has resulted in bringing a dozen more of their friends and neighbors to join in their success.

D. ALLEN WILEY.

## Good Results of the New York Meeting Reported.

WEBSTER, N. C., July 9.

Editor *Manufacturers' Record*:

The meeting held in New York on June 21 by the leading business men of the North and South for the purpose of unity in advancing the business interests of the South has already had a tendency to incite interest, and will undoubtedly prove conducive of good results. If the initial start has awakened the community to a realization of our advantages, what may we look for when the permanent organization of the active business men has been effected and they bend their energies to the work they have mapped out? We look for our share of interest. Several inquiries have reached us the past week prompted by the New York meeting, the accounts of which were published in the MANUFACTURERS' RECORD. Western North Carolina is rich in minerals of all varieties. It needs only the aid of a moderate amount of capital to develop its hidden treasures. Prospecting and developments in a small way have proven conclusively that our mountains contain vast stores of wealth. We need only the co-operation of capital to bring forth the results, and the present is the time for far-sighted men of business to investigate. Our climate cannot be surpassed anywhere in the United States. Doctors combine farming with their profession, as their patients have little call on them, and then only at periods far apart. The duty of 20 per cent. placed on mica a few days since through the efforts of Senator Ransom, of North Carolina, will prove a stimulus to the mica industry. The finest mica in the world is found in the mountains of western North Carolina. The time is near at hand when the attention of investors will be called substantially to

this section of the country, where every known mineral has been found.

ROMULUS J. HOFFMAN.

## Attractions of Northern Louisiana.

MONROE, LA., June 18.

Editor *Manufacturers' Record*:

I read the MANUFACTURERS' RECORD with much interest and pleasure, and accord you unstinted praise for the splendid work you are doing in behalf of Southern immigration and the development of the industrial resources of the South. I most heartily commend the proposed meeting in New York on 21st inst. of business men interested in this work. Much practical good can be made to result from this meeting.

As president of the North Louisiana Immigration Association permit me briefly to enumerate through the columns of the MANUFACTURERS' RECORD some of the advantages offered by this immediate section of the South to the capitalist, the manufacturer and the homeseeker. Monroe is situated on the Ouachita river, about midway between Vicksburg, Miss., and Shreveport, La., immediately on the line of the Vicksburg, Shreveport & Pacific Railroad, which crosses the Ouachita river at this point. The Houston, Central Arkansas & Northern Railroad, forming part of a through line from St. Louis to New Orleans, passes through this city. The transportation facilities afforded by the Ouachita river, which is navigable nearly the entire year, added to the competition between the Missouri Pacific and the Queen & Crescent systems, controlling the two roads crossing here, has resulted in establishing a rate of freight which has put Monroe in close competition with New Orleans.

We have a population of 7000 which is rapidly increasing. We have three banks, but need as many more. We handle 50,000 bales of cotton per annum, and could easily increase our receipts to 100,000 bales if the city was supplied with the needed banking capital. We have saw mills, sash, blind and door factories, a stove factory, an ice factory, two of the finest oil mills in the South, a fine system of water works, electric lights, etc., all of which are making money, but more than anything else we need a cotton mill.

There is not in the South a more eligible location than this for a cotton mill. We are right in the heart of the cotton-producing region, every portion of which, for more than 100 miles in circumference, with Monroe as a centre, is rendered accessible by the Ouachita river and its tributaries, the Houston, Central Arkansas & Northern and the Vicksburg, Shreveport & Pacific railroads. A careful analysis by a competent chemist has shown that the water of the Ouachita river is peculiarly adapted for all requirements in the manufacture of cotton. By the Queen & Crescent route the coal fields of Alabama are easily accessible to us. Our business men will demonstrate their faith in a cotton mill here by subscribing readily and willingly to the stock.

West of the Ouachita, along the line of the Vicksburg, Shreveport & Pacific Railroad, lands can be bought at \$2.50 to \$10.00 per acre. These lands are well timbered, well watered and well adapted to the cultivation of corn, cotton, sugar-cane, tobacco, fruits, vegetables, etc.

East of the river the soil is alluvial, more productive and more valuable. These lands along the lines of the Vicksburg, Shreveport & Pacific Railroad and Houston, Central Arkansas & Northern Railroad can be bought at \$10.00 to \$20.00 per acre.

Our climate is claimed to be almost as healthy as that of southern California. Yellow fever, scarlet fever, typhoid fever, diphtheria, rheumatism and all pulmonary diseases are almost entirely unknown, yellow fever particularly never having pre-

vailed in this portion of Louisiana. Malarial diseases, mild in type, are the only disorders of any consequence with which we have to contend.

We need, have room for and will welcome the industrious and thrifty white immigrant. We need more banks, another hotel, a wagon factory, a furniture factory, a canning factory, a steam laundry, etc., but more than all we need and will most gladly welcome the capitalist who will aid us in the building of a cotton mill.

D. M. SHOLARS.

## Southern Development.

The Hon. Chauncey F. Black, of York, Pa., president of the Southern Immigration, Land & Title Co., speaking of the South, says: "Nature has lavishly gifted the South with marvelous diversity of resources, placing it superior to any other like area in the world in natural wealth." This is liberal praise, but it comes from a source that guarantees its sincerity. Governor Black, as president of the National Association of Democratic Clubs, has had abundant opportunity to estimate the conditions of all sections, and, being a keen observer, has estimated with discriminate judgment.

This being true, the South should and no doubt will be the theatre of industrial activity during the next few years. Notwithstanding the liberal gifts of nature, art and industry have not found that section a fertile field of achievement in the past, and endeavor in that direction will have practically a virgin soil for operations. The organization of which Governor Black is the executive head will no doubt contribute largely to the work of development, and as fast as may be under the influence of well-directed energy the conditions will change until that section will become the industrial centre for which nature designed it.

In the face of these changing conditions it would be well for the people on the line between the sections to adapt themselves to the altering circumstances. The improvement in the South will make that the consuming section of the country. Certain lines of manufactures will locate there for the reason that the materials are grown there, but there are other manufactured staples that will always be sought for elsewhere. Among these are boots and shoes, clothing and various other necessary articles, and the new South ought to find this city the most available depot of supplies for all that class of goods.—Kansas City Times.

"WHAT CONSTITUTES A GOOD HUSBAND" is discussed by a lot of clever women, among whom are Mary Hallock Foote, Elizabeth Stuart Phelps Ward, "The Duchess," "Grace Greenwood" and Amelia E. Barr, in the July Ladies' Home Journal. "The Thirty and One" is the clever title of a delightful short story by Charles D. Lanier. Will N. Harben contributes "The Heresy of Abner Calihan," a strong study of life in the Tennessee mountains, which Alice Barber Stephens has illustrated most successfully. The biography of the number consists of sketches, with portraits, of Mrs. Wayland Hoyt and Mary Hartwell Catherwood. Frank R. Stockton gives two more of "Pomona's" characteristic letters to her old "Rudder Grange" mistress, and Mr. Howell's literary reminiscences under the title "My Literary Passions" grow in interest and charm. Robert J. Burdette is particularly happy in his "Making a Suburban Home;" the editor gives a most interesting review of a new and unique Southern story, and the Rev. T. De Witt Talmage writes of "When Things are Against Us," while many other contributors add to the interest of the number. Published by the Curtis Publishing Co., of Philadelphia, for ten cents per number and \$1.00 per year.



## RAILROAD NEWS.

[A complete record of all new railroad building in the South will be found in the Construction Department, on page 399.]

## Southern Railway Co.'s Progress.

The past week has been fruitful of further progress in the great rehabilitation project being carried forward by Drexel, Morgan & Co. in straightening out the entanglements of the Richmond Terminal and allied properties. The new Southern Railway Co., which is to replace in a modified and more practical manner the Richmond Terminal Co., added three more railroad properties to its assets. At Knoxville, on July 7, the East Tennessee, Virginia & Georgia Railroad was sold at public auction and bought for the Southern Railway Co. by Prest. Samuel Spencer for \$1,505,000. On July 10, at Columbia, S. C., the Charlotte, Columbia & Augusta and Columbia & Greenville Railroads were also sold to Mr. Spencer for the Southern Railway Co. The sales were made in accordance with the policy of the reorganization committee to acquire, by purchase, all rights and titles to the various properties, thereby permitting a compact organization, the purpose of which is to operate the roads on a strictly business basis. The announcement of a plan of reorganization of the Central Railroad of Georgia, with the accompanying assent of all security-holders, is expected to be made soon. The ponderous task of the Terminal reorganization committee is now nearing completion. Sufficient has been accomplished to evidence the conservative and practical course followed, and by next fall one of the greatest systems of railroads in the country will be operated by the Southern Railway Co.; thousands of miles of bankrupt roads will have become parts of a prosperous system; heavy financial clouds which have darkened the railroad situation of the whole South for years will have disappeared; development will receive stimulus from the influential interests concerned in the progress of this consolidation of railroads, as the greater the wealth produced in its tributary territory the larger will be its share of prosperity, and the benefits of the readjustment will penetrate all sections and be a potent factor in the re-establishment of general and widespread confidence, and the consequent loosening of capital that is held back from investment for the arrival of such a time.

## Plan for Reorganization.

A plan is being advocated by J. H. Pearson, one of the bondholders of the Richmond, Nicholasville, Irvine & Beattyville Railroad, for the reorganization of the property. The road is ordered to be sold, and a minimum price of \$550,000 is fixed. Mr. Pearson suggests to pro rate this price among the bondholders and buy the road. The bonded indebtedness is \$2,335,000. The road is sixty-one miles long, extending from Versailles to Irvine, Ky. It connects with the Louisville Southern at Versailles, Queen & Crescent Route at Nicholasville and Louisville & Nashville at Richmond, Ky. The road is well built and is estimated to be worth \$1,525,000. There are thirty-five miles of unfinished road thought to be worth \$8000 to \$10,000 per mile, and which, it is believed, could be completed and equipped in first-class order for \$10,000 per mile. To purchase the road and finish it would cost \$900,000. This amount it is proposed to raise by assessing each bond \$385.50. The average price actually realized on each bond was \$481.35. This assessment and average price would make each bond equal \$866.85, or for the whole 2335 bonds, \$2,024,094.75, representing what the road would cost the bondholders. On the completion of the road it is figured that it would be worth \$25,000 per mile, or

\$2,425,000. Bonded at \$15,000 per mile, interest 6 per cent., it is thought there would be no trouble under proper management to earn the interest the first year, and more each year thereafter. At \$15,000 per mile the bonded debt would be on the whole road \$1,455,000, or \$970,000 less than its actual value. This amount would be covered by an issue of preferred stock.

## Atlantic Coast Line Extension.

The Atlantic Coast Line has completed its Denmark extension, thus securing a short cut that will greatly facilitate its through traffic. The line runs from Remini, in Sumter county, S. C., via Orangeburg, where it crosses the Columbia division of the South Carolina & Georgia Railway to Denmark, where it connects with the Augusta division of the same road and the main line of the Florida Central & Peninsular (South Bound division) for Savannah and the South. The extension has been constructed in a substantial style for fast and heavy traffic. It has 70-pound steel rails, steel bridges, with slight curves and grades. It is a continuation of the Manchester & Augusta Railroad, giving the Coast Line a shorter rail line to Augusta and the territory beyond, and places that system in a position to secure a large share of the business of interior Georgia.

## Chicago, Paducah &amp; Memphis.

Construction is being quietly pushed on a new railroad that will give Memphis and the western portion of Tennessee and Kentucky a new direct route to Chicago. The road is an air line from Altamont, Ill., via St. Elmo, Marion and Mt. Vernon, Ill., to Paducah, Ky., running for over 100 miles through southern Illinois, with the Big Four and Illinois Central systems on either side. At Altamont, Ill., it strikes the Baltimore & Ohio Southwestern, Vandalia and the Wabash systems. The general contractors for the road are Johnston Bros. & Faught. In a letter to the MANUFACTURERS' RECORD F. P. Read, of St. Elmo, Ill., chief engineer, says:

"We are constructing the Chicago, Paducah & Memphis line from Altamont, Ill., to Paducah, Ky. Actual work is now being done between St. Elmo and Marion, Ill., distance ninety-two miles. Have forty miles graded and bridged between Marion and Mt. Vernon, Ill. Tracklaying will commence at Mt. Vernon at once, contractors now being on the ground. The track will be laid with Roberts steam tracklaying machine, of Seattle, Wash. This will be the first machine of this kind that has ever worked east of the Rocky mountains. Grading will commence between Mt. Vernon and St. Elmo in the near future. Have purchased forty coal cars from Missouri Car Co. and two locomotives from New York Equipment Co. for use during construction."

## Baltimore &amp; Eastern Shore.

The plans for reorganizing the Baltimore & Eastern Shore Railroad are rapidly progressing. A consolidation of railroad and steamboat interests and the building of several extensions of the railroad contemplated by parties identified with the reorganization indicate that this road, after reorganization, will monopolize almost all the trade of the Eastern Shore of Maryland, and will figure largely in through traffic. It appears that influential parties are furthering the reorganization, and under the new order of things the road will be in close touch with the Baltimore & Ohio and Jersey Central systems. A syndicate has been formed in New York with \$500,000 in hand to carry out its plans to place the railroad on a solid basis. Existing liens and receiver's certificates are to be paid, and it is likely that the Eastern Shore Steamboat Co. and the Maryland Steamboat Co. will be bought out and con-

solidated with the road along with the Choptank Steamboat Co., which was purchased some months ago. The road extends from Ocean City to Claiborne, a distance of eighty-seven miles.

A project is now pending to extend the road from Easton to Chestertown, where a connection will be made with the Elkton & Southern road, which is to be built from Elkton to Lambson's, on the Baltimore & Delaware Bay road, which is part of the Jersey Central system. The road is also to be extended to Child's Station, on the Philadelphia division of the Baltimore & Ohio, giving the Baltimore & Eastern Shore road a rail connection with Baltimore by means of the Baltimore & Ohio.

## Railway Statistic for 1893.

The sixth statistical report of the interstate commerce commission for the year ended June 30, 1893, gives some interesting data relative to the growth of railways in the United States. The total mileage on June 30, 1893, was 176,461, an increase during the year of 4897 miles. The corresponding increase during the previous year was 3160 miles, showing that during the year covered by the report there was some revival in construction. The State of Washington led in construction with 556 miles.

There were 34,788 locomotives in use and 1,273,946 cars. The number of employees was 873,602, an increase of 52,187. Employees average 5.15 per mile of road. There were 299 passengers and 2727 employees killed during the year, 433 deaths having occurred in coupling and uncoupling cars. Passengers injured numbered 3229, employees 31,729. One passenger was killed in each 1,985,153 passengers carried, or one for each 47,588,966 miles traveled. The statistics show one employee to have been killed for every 115 trainmen, and one employee injured for every ten engaged in the service.

The capital in railways was \$10,506,235,410, or \$63,421 per mile; stock outstanding \$4,668,935,418; funded debt outstanding \$5,225,689,821. The stock paying no dividends was \$2,859,334,572, or 61.24 per cent. of the whole. The dividends paid were \$100,929,885. Over 10 per cent. of mortgage bonds, or \$492,276,999, were paying no interest. Eighty-two per cent. of income bonds paid no interest.

Gross earnings were \$1,220,751,874, or \$49,344,531 more than in previous year; operating expenses \$827,921,299, or \$46,923,303 more than in 1893. Net income available for dividends fell off \$4,907,157. Of the gross earnings, \$301,491,816 were from passengers, \$829,053,861 from freight.

## Extending a Lumber Road.

The extension of a small lumber road in Sabine parish, one of the counties on the western border of Louisiana, is attracting much attention. The line is at present nine miles long, and was built to haul pine logs to the Victoria Mills at Victoria, La. A 12-mile extension is now planned, and the line is to evolve from a lumber road into a railroad. The extension will take it to Many, the county seat, opening up a finely-timbered country whose development has been retarded by the absence of railroad facilities. At Victoria the road will connect with the Texas & Pacific, and will likely prove a good feeder to that system. The road will be known as the Robeline & Sabine Pass, and will be finished by January 1, 1895. The name suggests that by a continuation of the road into Texas to a connection with one of the lines under construction through the southeastern section of that State it may become the Louisiana link in a new railroad that would find its deep-water terminus at Sabine Pass. Whatever may be the future importance of the road, the present change from a logging road into a more extensive

transportation line calls attention to the value of the numberless small lumber roads in the South. Originally of only local consequence, they gradually spread out and extend as their territory develops and trade demands, and become profitable independent lines or important feeders to the great systems.

## A Kentucky Coal Road.

Another coal road is to be built in Kentucky that will open to the Western markets a new supply. The road, which is called the Sturgis Belt Line, has been surveyed and located through Union county. Work will be commenced in a short time and pushed rapidly to completion. Caseyville, on the Ohio river, will be the Western terminus, and the line will pass near the Casey mines, through the Sturgis Coal & Coke Co.'s property and east to the extensive coal fields of Webster county. The Sturgis Coal & Coke Co. will develop on a large scale, and will build coke ovens. At Sturgis the new road crosses the Ohio Valley Railway. On the Ohio river an incline and coal tipples for coaling barges and steamboats will be built. The construction of the road is in charge of John H. Mullin, superintendent.

## North Carolina Electric Project.

An electric-railroad project of importance will, it is stated, soon be carried out in western North Carolina. It provides for the building of a 17-mile road from Rutherfordton to Chimney Rock. The former place is the terminus of the Carolina Central and the Three Cs. The route of the new road is through the rich valley of the Broad river between lofty mountains with picturesque scenery on all sides. Heavy steel rails are to be laid and the road otherwise built in a substantial manner. The building of an elevator to the top of Chimney Rock dome, a height of 1164 feet, is also part of the project.

## Railroad Notes.

C. M. WARD has resigned as general manager of the South Carolina & Georgia Railroad, and T. A. Emerson has been appointed acting general manager, with office at Charleston, S. C.

C. W. CHEARS, general freight and passenger agent of the Columbus Southern Railroad, has been appointed general manager of the Georgia Midland & Gulf to succeed G. Gunby Jordan, lately appointed State railroad commissioner of Georgia.

THE Texas Western Railroad, recently leased by E. A. Campbell, is being overhauled and improved. The track and roadbed are being put in good condition, and over 75,000 new ties will be laid. The road is a narrow-gage line running from Houston to Sealey, Texas, a distance of fifty-two miles. At Sealey it connects with the Gulf, Colorado & Santa Fe division of the Atchison system.

THE planters and merchants of the Teche valley, in south central Louisiana, are working to secure railroad facilities. It is contemplated to build a line from Arnaudville to a connection with the Southern Pacific at St. Martinsville, a distance of twenty-three and one-half miles, traversing a rich sugar-producing country. The present outlet for this section is by boats in bayou Teche or wagons to Southern Pacific points.

THE Atlanta & West Point Railroad is one of the few roads in the country that can show for the year ended June 30 an increase in gross and net earnings and a decrease in expenses. The figures are: Gross earnings, \$479,768; same period 1892-93, \$446,732; increase, \$33,036. Gross expenses, \$299,691.83; same period 1892-93, \$315,558.40; decrease, \$15,866.57. The net earnings were \$180,176.34, against \$131,173.60 for the year ended June 30, 1893, an increase of \$49,002.74.



## SOUTHERN TEXTILE INTERESTS.

[A complete record of new textile enterprises in the South will be found in the Construction Department, on page 398.]

## Economy in Small Cotton Mills.

MONROE, N. C., July 5.

Editor *Manufacturers' Record*:

At this time, when so many mills are being established all over the South by men who do not assume to have any practical knowledge about this industry, but who simply desire to invest their means, one of the main questions to be considered is economy. The writer is personally acquainted with many successful cotton-mill men, and has examined quite a number of mills from a fire-insurance standpoint mainly.

The usual method of commencing a mill is, first, of course, to provide capital for its construction and equipment, assuming that the product to be manufactured has been carefully considered; next comes the election of officers—president, secretary and treasurer; then the erection and completion of the plant. A superintendent must be secured who may or may not have assisted in the installation of machinery. Let the above points now be briefly considered.

**Capital.**—If it is desired to establish a mill costing \$50,000 complete, it will be economy, if possible, to make the capital stock say \$60,000, so as to provide ample banking capital and safely arrange for all contingencies, such, for instance, dull times, when the manufactured product must accumulate and fresh material be supplied. Many examples might be given where mills have been hampered for years and where some have come to grief by putting every available dollar in plant and equipment.

**The Building.**—This should have good hard brick walls and heavy timber used, so as to be of slow combustion and to prevent too great vibration. Not a dollar should be spent simply for ornamental purposes.

**Equipment.**—The very best should be bought from the best dealers and located by men of undoubted experience. Cheap John work is always dear. If electric lights are to be used the above remarks are especially true in securing the best installation. A man of means may wear, if he chooses, a cheap suit of clothes. He knows just what he is doing. He should never get a cheap man to install an electric-light plant. Then he does not know what he is doing. To obtain a good and safe service the very best men should be gotten to do the work, consulting carefully insurance requirements. It will be economy so to do. Officers must be as few in number as possible. Many mills elect a president, vice-president, a secretary and treasurer and a superintendent. To this latter person the entire management of the mechanical part of the work is committed. He must be paid a reasonable salary as a matter of course. The secretary and treasurer is also paid a salary, and perhaps the president in proportion to the time given to the work. All of this outgo tells on the profits of the business, and this article is written to show how some of this expense may be avoided.

Many superintendents (and this may be denied by some, but the statement will be found essentially true in a large number of cases,) have time to do the work of superintending and also to do the work of secretary and treasurer. The difficulty is they do not usually know how to do this extra work. To put it in another way, nearly all, if not all, of the superintendents now employed are engaged simply to look after the mechanical part of the mill. They know nothing of bookkeeping, as they have never attempted to learn such work. Certainly, it will be granted without a moment's hesitation that it is none too late to learn such

work. But the future; everything is in the future, and suggestions and improvements are always allowable.

Numbers of young men who have had advantages of a fair common and high-school education are looking eagerly to what must be the greatest factor in Southern development—manufactures. They are enquiring in a number of cases how they can best be qualified to become superintendents of cotton mills. I desire to suggest that it is time to consider if intelligent young men, who are determined to succeed, may not qualify themselves to hold the combined positions of superintendent and secretary and treasurer. It is reasonably certain that it may be done. They could earn more money and the mill could save more money. Such a young man could be induced to take a real interest in the success of the work, and as he would come in direct communication with the commission merchant, he would thereby be better acquainted with everything necessary to make the products of the mill more salable, and would be in a position to serve the owners to the very best advantage.

In considering this subject the secretary of a first-rate mill, who is a man of means and a candid, truthful man, said to the writer: "The superintendent of our mills has time to do all that I do, but he does not know how."

This article is written to direct the attention of millmen to the matter, and especially that qualifications for such combined work may be included in advice given to young men of the class I have described who wish to fit themselves for intelligent cotton-milling.

W. S. PRIMROSE.

## Export Trade for Our Cotton Goods.

The cotton manufacturers of this country, both North and South, are loaded down with immense stocks of manufactured goods, and as a rule the daily product of their mills is larger than their daily sales. This being the case, of course, the accumulation of goods in the storehouses must still go on. Our mill managers are at a loss to know what plan it is best to pursue in the management of their properties. To continue to run with the markets in the present condition means an increase in interest account and accumulation of goods. This policy may do for mills manufacturing sheetings, shirtings, etc., but to those engaged in manufacturing colored goods this would seem almost suicidal. Colored cotton goods out of season must necessarily be sold at a sacrifice.

The present condition of trade in this country shows the cotton manufacturer the great importance of having an export market for his goods. To obtain such a market requires some ambition and a great deal of push, but after having once gained it, it is easily held, provided he caters to the taste of the natives of the countries where the goods are sold. It is somewhat surprising that, with the great ability and enterprise which is so characteristic of the American people, they have not given this subject more attention. It is true that we have some mills which sell a portion of their product abroad, but in the countries where these goods are marketed these sales seldom range higher than 2 and never over 5 per cent. of the cotton goods consumed therein, an amount so small that we cannot fail to realize the insignificance of our export cotton-goods trade.

The next ten years will unquestionably see a large increase in our cotton spindles, especially in the South. This fact should induce some of our large cotton mills to make strenuous efforts to open up foreign markets for their goods. This can be done easily whenever our manufacturers make

up their mind to have it. There is no trouble in introducing our goods abroad, provided our mills will locate representatives in those countries and cater especially to the requirements of their trade. This has been done by the English manufacturers, and as a result success has crowned their efforts. The mills in England which have this trade are very successful, yielding large dividends each year to their owners, and until we adopt, to a large extent, the methods which they pursue we can never hope to obtain a share of this trade. This subject is one of great importance, and it would seem as if the agents and treasurers of our cotton mills ought to get together and formulate plans whereby our export trade can be extended. Let the association appoint delegates to visit several of these countries and make a thorough investigation of the whole subject, and report what course, in their judgment, would be the best to adopt for securing their trade for our goods. It is to be hoped that this matter will be taken hold of by our cotton manufacturers in a vigorous manner and that some progress will soon be made in the direction which we have outlined.

An extended trip by the writer through some of the countries which he has in mind in this article as being good points to market American goods has thoroughly convinced him, after close observation, that had our cotton manufacturers fifteen years ago taken measures to obtain a portion of this trade, they would now be able to operate their entire plants without accumulating goods. It may be thought by some of our readers that we are over-sanguine in this matter, but we do not believe we are. With our knowledge of the markets in several of the South American countries, we believe we are fully justified in stating that in three years' time, with the right efforts, the sale of American manufactured cotton goods could be increased more than 300 per cent. Indeed, it is surprising to see the trouble one has in the city of Lima to get a piece of American cotton goods. A yard of our goods in that city is almost treasured as a curiosity, yet there are many Americans living there who would gladly buy our goods could they be obtained. Until the matter of an export trade for our cotton goods is taken up in a business like manner we shall never have any volume of trade abroad. There are many reasons why this is so which we could give had we the time and space, but such are the facts. It is hoped that a convention of cotton-mill managers will be called and take such active measures as will ultimately lead to our supplying these markets. Let us, at least, have a portion of the trade that the English have so long controlled.—*Boston Journal of Commerce*.

## Notes.

THE Hartwell (Ga.) Cotton Mill is running on full time and shipping a fine class of goods. Several large shipments made to New York recently found a ready sale at good prices.

SIX Crompton looms in the Standard Cotton Mills, of Rock Hill, S. C., have been started on 20x44 honeycomb towels. Twenty more looms will be put on this class of work in a few weeks.

THE newly-elected president of the Tuscan Cotton Mill Co., Mr. Thomas E. Moore, has entered actively upon his work. The buildings near Wellford, S. C., are being pushed rapidly.

THE stockholders of the Modena Cotton Mills, of Gastonia, N. C., held a meeting last week, at which it was decided to put in seventy more looms and 3000 more spindles. The additional machinery is to be put in at once.

THE sale of the Pineville (N. C.) Cotton Mills has been postponed until July 24. Mr. H. S. Chadwick, of Charlotte, is trustee of the property. It is understood

that a purchaser is ready to take the plant and put it in operation immediately.

MR. ROBERT E. LEE intends to build his new cotton-manufacturing plant at Laurinburg, N. C., and not at Maxton, as was erroneously stated in our last issue.

THE Buena Vista (Va.) Cassimere Mill has secured an order from the United States government for 10,000 yards of blue navy goods.

THE receivers of the Dartmouth Spinning Co., of Augusta, Ga., have been released, and the property is now in the hands of the bondholders. The latter purchased the mill last month at receivers' sale through Mr. W. T. Davidson, trustee. Operations will soon be resumed.

THE talk of erecting a new cotton mill at Canton, Ga., seems to indicate that something definite will result. In an informal manner about \$37,000 has been subscribed, and there is every reasonable prospect of a \$50,000 or \$100,000 mill being built. Messrs. R. F. Jones and E. A. Fulcher are interested.

THE cotton mill of the Chester Manufacturing Co., at Chester, S. C., which was sold at public auction on July 2, was bought by Mr. D. A. Tompkins, of Charlotte, N. C., for himself and associates. Charter for a new company to be known as the Chester Mill Co. has been applied for and the plant will soon be in operation again. Besides Mr. Tompkins, who is to be elected president, the incorporators of the new company are Joseph Wylie and S. M. Jones, of Chester, and S. A. Tompkins, of Edgefield. The capital stock is \$100,000.

## The Markets for Cottonseed Products.

NEW YORK, July 10.

Our cottonseed-oil market has been devoid of animation the past week, the Western strikes with their uncertain possibilities keeping buyers in a waiting attitude. In the meanwhile a number of desirable lots of crude oil have been picked up in various parts of the Southwest by compound lardmakers, and offerings of good grades are now extremely limited in volume. While crop prospects at the South continue favorable, and an early movement of seed likely, it is thought that holders of old-crop oil will control the market situation for fully ten weeks to come. The following prices are for barreled oils on the spot: Prime crude, 29 cents bid; off crude, 26½ to 28 cents; prime summer yellow, 33 cents bid; off summer yellow, 32 cents; prime summer white, 37 cents; prime winter yellow, 37 cents; cottonseed soap stock, 1½ cents per pound.

ELBERT & GARDNER.

## Cottonseed-Oil Notes.

A MEETING of the cotton-planters of east Carroll parish, La., was held on the 4th inst. for the purpose of discussing the question of the disposition of the cottonseed arising from the coming crop, and to send delegates to represent the parish in the convention to meet at Vicksburg on the 12th inst. The meeting was organized by the election of Col. John A. Buckner as chairman and J. W. Pittman as secretary. After some discussion it was unanimously resolved to send eight delegates to attend the convention. The chairman appointed the following gentlemen: Hon. J. Stein, W. D. O. Kelly, H. H. Graham, J. G. Oldfield, J. W. Pittman, Capt. R. N. Rea, Hon. C. A. Voelker, Hon. Joseph E. Ransdall, and upon a motion Col. John A. Buckner was added to the list of delegates.

THE cottonseed-oil plant recently noted as to be built in Meridian, Miss., by Mr. E. Cahn is now under construction. The oil mill is to have a daily capacity of 100 tons, and a refinery will be attached. All of the machinery has not been purchased.



## PHOSPHATES.

## Phosphate Markets.

OFFICE MANUFACTURERS' RECORD,  
BALTIMORE, July 12.

The local phosphate market at present exhibits few signs of activity, and the volume of transactions for the week is light. Manufacturers are not disposed to purchase heavily as matters stand at present, and until the country becomes more settled sales will be light. In the mining districts of Florida and South Carolina the work of development is progressing with considerable vigor. The market at Charleston, S. C., and all Florida centres is very steady, and the foreign business will be heavy during the current month and August and September. Domestic ports are not purchasing freely. In the local market no charters or arrivals are reported. Phosphate freights in New York during the week were reported fairly active, with rates firm. The following phosphate charters were reported: A schooner from Punta Gorda to Baltimore or New York with rock at \$2 25; a British steamer, 1544 tons, from Fernandina, Fla., and Brunswick, Ga., to Hamburg at 16s. 6d.; a British steamer, 1332 tons, from Fernandina to St. Louis-de-Rhone and Genoa at 20s.; a British steamer, 1267 tons, from Tampa to Stettin at 19s. 6d.; a British steamship, 2200 tons, from Fernandina to Stettin at 20s., July; a British steamer, 1514 tons, from Tampa to Rotterdam at 20s., July-August; a British steamer from Fernandina to Stettin with 2000 tons of phosphate at 20s., July-August; a British steamer from Savannah to Rotterdam with 2300 tons of phosphate at 14s., July-August; a British steamer from Tampa to Flume with 2500 tons of phosphate at 20s., July-August; a British steamer from Fernandina to Garston with 2000 tons of phosphate at 16s., July-August; a British steamer, 876 tons, from Port Royal to Garston with phosphate at 14s., July-August, and a schooner, 371 tons, Philadelphia to Charleston for rock on private terms. The market closes very steady, with values unchanged, as follows: South Carolina rock \$4.25 to \$4.50 for crude, \$5.00 to \$5.25 for hot-air-dried and \$6.50 for ground rock, all f. o. b. Charleston. Florida rock is firm at \$4.00 to \$4.25 for 60 per cent. river pebble, \$4.50 to \$4.75 for 65 per cent. and \$5.00 for 70 per cent., all f. o. b. Punta Gorda or Tampa.

## FERTILIZER INGREDIENTS.

The market for ammoniates has been fairly active and firmer during the week. Since the first of the current month considerable inquiry for material has prevailed, and large sales of blood have been made at \$1.85 to \$1.90 f. o. b. Chicago, clearing out all July product and part of August. Sellers now demand \$2.00 f. o. b. for August, September and October delivery. Tankage is in good demand and prices have advanced 50 cents to \$1.00 per ton. We get no reliable news as to the fish catch, but it is said to be small on the Chesapeake bay. The agent for Northern United Fisheries has so far not seemed willing to name a price, from which it is inferred that the catch is small. Nitrate of soda is firm, with a good inquiry. Other material is without any interesting features. The following table represents the prices current at this date:

Sulphate of ammonia, gas.....	\$3 50@	\$3 75
Sulphate of ammonia, bone.....	3 30@	3 35
Nitrate of soda.....	2 35@	2 40
Hoof meal.....	2 25@	—
Blood.....	2 25@	2 30
Azotine (beef).....	2 25@	—
Azotine (pork).....	2 25@	—
Tankage (concentrated).....	2 10@	2 15
Tankage (9 and 20).....	\$2.10	and to cis.
Tankage (7 and 30).....	19 50@	20 50
Fish (dry).....	23 50@	—
Fish (acid).....	17 50@	19 50

CHARLESTON, S. C. July 9.

The phosphate market continues to show signs of improvement, the demand being steady and the shipments increasing. The

local manufacturers are now working their plants to full capacity in anticipation of a large fertilizer season, and are in the market for larger amounts of rock, though they are not purchasing their entire year's supply. The land miners continue to push production with vigor, while the river companies are increasing their output each week. Prices range about \$4 25 to \$4 50 crude, \$4 75 to \$5.00 hot-air-dried and \$6 50 ground rock, all f. o. b. Charleston. The coastwise shipments for the week were per schooner Nina Tillson, 850 tons, for Baltimore; steamship Glandystwyth, 3000 tons; steamship Benisaf, 3000 tons, and steamship Leonora, 3000 tons, for Europe, while in port and loading is the D. K. Baker. The coastwise shipments since September 1, 1893, were 107,450 tons crude and 4837 tons ground rock, against 99,422 tons crude and 2241 tons ground rock for same date last year.

## Phosphate and Fertilizer Notes.

Mr. W. W. ELLIOTT, deputy collector of Beaufort, S. C., reports the clearance on the 5th inst. of the British steamship Bernard Hall for Liverpool with 1500 tons of phosphate from the Farmers' Mining Co. and miscellaneous cargo from the Port Royal Shipping Co.

Mr. K. B. HARVEY, deputy collector of the sub-port of Punta Gorda, Fla., reports the clearance of the British steamship Kendal on June 7 from Punta Gorda for London with 3200 tons of phosphate, shipped by Comer, Hull & Co. The schooner Jacob Haskell entered for loading on the 3d inst.

JUDGE C. W. HILL granted a charter on the 5th inst. to the Norfolk & Carolina Chemical Co., of Norfolk, Va., to manufacture sulphuric acid, fertilizers and all other chemicals. The capital stock is to be not less than \$125,000 or more than \$500,000, and the principal office to be in Norfolk county. The following are the officers for the ensuing year: S. S. Morgan, president; George W. Watts, vice-president; L. A. Carr, secretary and treasurer. Directors: J. L. Carr, N. Duke, A. H. Stokes, of Durham; F. C. Williams, of Richmond; G. Elliott, of Norfolk, and D. G. Cooper, of Henderson, N. C., with the above officers. This company was reported last week as a branch of the Durham Fertilizer Co., but it is a separate organization, though the same men are interested in both.

THE record of phosphate shipments from the port of Fernandina, Fla., for the month of June is highly encouraging to the business men of that port. For the six months ending June 30 the shipments amount to 69,510 tons, against 54,591 tons for the corresponding period in 1893, showing an increase of 15,000 tons. The facilities for the quick dispatch of vessels are being enlarged, and many improvements being made to render the methods of shipping less laborious. The Florida Central & Peninsular Railroad, anticipating a large increase in phosphate shipments, is making a large addition to its extensive side-tracks. The phosphate run and trestle are being rebuilt with new side-tracks to accommodate 200 cars. The shipments of phosphate for the month of June are reported as follows: Steamship Red Jacket, 2680 tons, to Lannskrona, by the Anglo-Continental Guano Works; steamship Oakdale, 1598 tons, to Bonness, Scotland, by B. Arentz & Co.; steamship Elmville, 2500 tons, to Kastrup, by Dunnellon Phosphate Co.; steamship Glenhafren, 3003 tons, to Rotterdam, by Cie des Phosphate de France; schooner Spartan, 956 tons, to Baltimore, by the Albion Phosphate Mining Co., and steamship Olinda, 1752 tons, to Hamburg, by Marion Phosphate Co.; total 12,489 tons, of which 956 tons were domestic and 11,533 tons were foreign. The charters reported for July loading are the steamships Norland and Saragossa, to

load 6000 tons for the Cie des Phosphate de France; steamships Jockwith and Benington, to load 4500 tons for the Anglo-Continental Guano Works; steamship Terrier, 2000 tons, by Dutton & Co.; steamships Carlisle and Carolina, 4500 tons, by the Dunnellon Company; steamships North Gwalia and Sydenham, 6000 tons, by A. Newman; steamship Terstin, 3000 tons, by Arentz & Co., and schooner, not named, 900 tons, by the Albion Phosphate Mining Co. During the month of July, 1893, the shipments were 7589 tons, while it is estimated the shipments for July, 1894, will reach 20,000 tons.

THE large plant of the Royal Fertilizer Co. at Charleston, S. C., built several years ago at a cost of \$347,000, was sold during the week to Mr. Geo. M. Trenholm. The price paid was \$150,100, and the receivers made the sale privately. This is a fine plant of its kind, and it is hoped that Mr. Trenholm will arrange for operating it in the near future.

THE bark Oneota has been sold by H. Piser, of Mobile, to parties in Punta Gorda, Fla. She will be towed to the above port and converted into a floating phosphate warehouse, from which vessels will be loaded instead of being lightered.

## The Views of a Prominent Man.

CHATTANOOGA, TENN., July 3.

Editor Manufacturers' Record:

I read with great pleasure your able and truthful article in the MANUFACTURERS' RECORD of June 22, under the caption "An Enemy of the South."

Every true friend of this section of the country, every advocate of progress, industry and prosperity, cannot fail to applaud the sentiments contained in that article. The demoralization that, unfortunately, exists in the business affairs of the country has developed many evils. Whilst we are, happily, free from the communism that infests the Western and Northern States, we have to suffer from the existence of the "Bourbon" or "mossback" element that our share of commercial misfortune has engendered here.

In prosperous times this class, always pauper in intellect as well as in resources, manages to eke out a subsistence in the midst of the general well-doing, but when the clouds of adversity shadow the land they come forth like hungry wolves, rabid and ravenous, decrying everything that does not afford them an opportunity for "prey."

Happily, this class exercises little influence in the communities infested with their presence. Its members own nothing and owe a great deal. They are like the "swash-buckler soldiers" described by a gallant officer of the late war—"invincible in peace, invisible in war." They are a nuisance and an abomination; but if I was offered my choice I do not believe I would swap them off for the "Coxey commonweal" or the Western communists. They are garrulous and greedy, but harmless.

The men who helped the South in times gone by will be welcomed back, and their hands upheld by those who own and control the property and resources of this great, rich region.

THE Atlanta & Florida Railroad is again involved in litigation. About a year ago it was bought by the bondholders at a foreclosure sale, and steps were taken to reorganize the property. The road is now again thrown into a receivership on the petition of the American Trust & Banking Co. T. W. Garrett, general manager of the road, has been made temporary receiver, and September 8 has been fixed as the date when the road is to be called upon to show cause why the receivership should not be made permanent. The claim of the American Trust & Banking Co. amounts to \$5188. There are also several smaller claims by other creditors.

## Iron Markets.

CINCINNATI, July 7.

The business of the week has been fair as to tonnage. The orders have been chiefly carloads or small lots, with an occasional order for round lots from prosperous concerns who appreciate the extremely low figures prevailing and have confidence in the future developing an expanded use of the metal. The general trade is languid. The adjustments of the new freight schedules to selling prices on delivered basis are being steadily accomplished.

The settlement of the coal and coke strike is being facilitated as rapidly as the energy of the proprietors can secure it, but the process is tedious, and the Connells-ville district is not yet shipping foundry coke in any appreciable quantities. They are furnishing fairly liberal amounts of furnace coke, enabling many furnaces in the Pittsburg district and Mahoning and Shenango valleys to resume operations.

The supply of soft irons from the South is still inadequate for the demands. The asinine railroad strike has added much derangement to the already sufficiently disturbed conditions of the trade, and the congestion of traffic in consequence at Chicago, St. Louis, Cleveland and other points throws out of employment many who can ill afford the enforced idleness. As we write the strike is spreading, and more serious calamities in this connection seem imminent. The condition of the railroads of the country is deplorable. The new trackage of the first half of the year was only 495 miles, the smallest in a quarter of a century, and the desire of the railroads to participate in assisting manufacturers and producers during the depression with lower freight rates has resulted in many of them being reduced to bankruptcy. The Secretary of Agriculture informed the Senate last week that the wheat crop for this year is estimated at 414,988,987 bushels, which is about 48,000,000 bushels less than the average of the last ten years, 1,000,000 bushels less than last year and nearly 2,000,000 less than 1892. The present visible supply is about 63,000,000 bushels. The outlook for corn is reported very good.

Money has been easy, and after the July 1 dividends get into circulation again the banks will be well supplied with funds.

The passage of the tariff act will be written history within the month no doubt, and the settlement of this vexing problem will give stability to values on almost countless products and give encouragement to trade generally.

The pessimist can find much to discourage, but the realization of the marvelous resources of our country and its wonderful recuperative powers should awaken vigorous hopes in every patriotic citizen.

The full restoration of confidence will quicken these impulses into activity and introduce a new era of decided improvement when we shall have respite from the labor difficulties.

We quote for cash f. o. b. Cincinnati:

Southern coke No. 1 foundry.....	\$10 25@	\$10 50
Southern coke No. 2 foundry.....	9 50@	9 75
Hanging Rock coke No. 1.....	12 00@	12 50
Hanging Rock charcoal No. 1.....	16 00@	17 00
Tennessee charcoal No. 1.....	14 00@	14 50
Jackson county stone coal No. 1.....	14 50@	16 00
Southern coke, gray forge.....	8 75@	9 00
Southern coke, mottled.....	8 50@	8 75
Standard Alabama car-wheel.....	16 25@	17 25
Tennessee car-wheel.....	15 50@	16 00
Lake Superior car-wheel.....	16 00@	16 50

We quote for cash f. o. b. Philadelphia docks:

Standard Alabama No. 1 X.....	\$11 50@	\$12 00
Standard Alabama No. 2 X.....	10 50@	11 00
Strong lake ore coke iron No. 1 X.....	13 50@	14 00
Strong lake ore coke iron No. 2 X.....	12 50@	13 00
Lake Superior charcoal.....	15 00@	15 25
Standard Alabama C. C. C. W.....	18 00@	18 50

We quote for cash f. o. b. St. Louis:

Southern coke No. 1.....	\$11 00@	\$11 25
Southern coke No. 2.....	10 25@	10 75
Southern coke No. 3.....	9 75@	10 00
Southern gray forge.....	9 50@	9 75
Southern charcoal No. 1.....	14 00@	14 50
Missouri charcoal No. 1.....	13 00@	13 50
Ohio softeners.....	14 00@	14 50
Lake Superior car-wheel.....	16 50@	17 00
Southern car-wheel.....	16 75@	17 25

ROGERS, BROWN &amp; CO.



A SPECIAL from Mobile, Ala., states that the Nichola Lumber Co., of Nichola, Ala., made an assignment on the 5th inst. to L. De Chaudron and E. D. Smith. The property is valued at \$100,000, and the liabilities set down at \$35,000. Dull sales was the cause of suspension. The company had, it is stated, contracts with the German government and heavy orders for fall



delivery to the amount of something like 3,000,000 feet. A bill has been filed asking the chancellor to take jurisdiction of the trust and administer it in court. Permission will also be asked to operate the mills until the contracts now in hand are completed.

THE shops and planing mill of Capt. J. J. Hart, of Greenville, Miss., were burned on the 3d inst. The property was fully covered by insurance.

THE Northwestern Manufacturing Co., manufacturer of a newly-patented wood preservative, is building a factory for the manufacture of its speciality at Elk City, W. Va.

MESSRS. DONALDSON & GARRETT, of Charleston, W. Va., have bought a big block of timber land from Mrs. S. J. Dickinson located on Morris Fork river, and will build a tramroad to it to bring it to the Kanawha river, by which logs will be floated to Charleston.

THE contract for gathering stray logs from Havre de Grace, Md., to Bush river has been given by the Sparrow's Point Lumber Co. to Messrs. Moore, Poplar & Sanders, and their work will commence at once. There are about 60,000 logs to be gathered in their contract.

MR. A. P. STEWART, receiver for the Willingham Lumber Co., of Atlanta, Ga., has been discharged. Mr. Stewart, as agent for the court, has been in charge of the business for the past eight months. Mr. E. G. Willingham, having made a satisfactory arrangement with his creditors, the company is again ready for business.

DURING the month ending May 31 there were measured at the public boom in Darien, Ga., 500,000 feet of square, scab and sawn timber. This does not include the sawn timber and lumber which came in during the month and went direct to private booms. During the month of June the coastwise and foreign shipments aggregated 11,915,767 feet of hewn and sawn timber and lumber.

CERTAIN capitalists interested in the Southern lumber trade are seriously contemplating the building of a long pier at Pascagoula, Miss., for the purpose of enabling trains to run out to a point where the water is deep enough for large ocean-going vessels. The export business is largely increasing, and to facilitate shipments the building of a pier where lumber and timber can be loaded would be of the greatest advantage to shippers. Several prominent lumbermen have expressed their approval of the project.

THE Pierpont Manufacturing Co., of Crescent City, Fla., was incorporated last week for the purpose of engaging largely in the manufacture of orange-box material of all kinds. Mr. Pierpont has invented and patented a hoop which is said to be well adapted for orange-box purposes. A specialty will be hoops made from native woods. The capital stock of the company is placed at \$15,000. The following gentlemen have been appointed officers of the company until the first annual election takes place: J. Pierpont, president; A. P. Miller, vice-president, and John W. Miller, treasurer. The board of directors consists of Wallace J. Pierpont, M. H. White, A. P. Miller, Charles H. Curtis and John W. Miller. A secretary will be selected by the directors.

It is estimated that not less than \$300,000 worth of new buildings are now in course of construction and under contract at Tampa, Fla. Of this amount Edenfield & Jetton, of Ybor City, have \$91,000; J. H. Drew, \$100,000, and the other \$100,000 is divided up among various contractors.

GOOD inducements for the location of a cotton mill are being offered by the Caldwell Land & Lumber Co. of North Carolina. See advertisement in this issue.

## FINANCIAL NEWS.

### New Financial Institutions.

Abbeville, La.—The Abbeville Bank has been organized with Eli Wise as president. The capital stock is \$15,000.

Charleston, S. C.—The Merchants' Mutual Fire Insurance Co. has been organized with E. M. Hacker, president, and Robert Martin, vice-president.

Cuthbert, Ga.—A branch of the Standard Building and Loan Association of Montgomery, Ala., has been organized with J. W. Stanford, president.

Hermitage, Mo.—The Hermitage Bank has been incorporated by Joseph S. Hartman, William L. Pitts and Arthur L. Fisher. The capital stock is \$5000.

Richmond, Va.—The Farmers' Mutual Fire Insurance Co. has been incorporated with Thomas S. Harmon, president. The capital stock is \$5000.

Scranton, Miss.—A branch of the New South Building and Loan Association has been organized with L. P. Dejean, president.

Staunton, Va.—A branch of the Savings & Loan Co. of Syracuse, N. Y., has been established with B. F. Humphreys, president.

Troy, Ala.—The People's Bank has commenced business with W. B. Folmar, president, and A. Haley, cashier. The capital stock is \$50,000.

Washington, N. C.—A. M. Dumay has applied for authority to organize the First National Bank of Washington.

### New Bond and Stock Issues.

Catlettsburg, Ky.—The city will issue \$30,000 of street-paving bonds. The mayor can be addressed.

Pineville, Ky.—The receiver of the Southern Land Improvement Co. has been authorized to issue certificates to the amount of \$35,000, which are to be sold at not less than ninety-five cents on the dollar. The funds are to take up a mortgage of \$20,000 and the payment of the company's taxes.

### Interest and Dividends.

Augusta, Ga.—The National Exchange Bank has declared a dividend of \$2.50 per share.

Baltimore, Md.—Semi-annual dividends have been declared as follows: Equitable National Bank, 3 per cent.; Howard Fire Insurance Co., 3 per cent.; German-American Fire Insurance Co., 3 per cent.; National Fire Insurance Co., 3 per cent.; German Fire Insurance Co., 5 per cent.; Firemen's Insurance Co., 4 per cent.; Manufacturers' National Bank, 3 per cent.; Third National Bank, 2½ per cent.; Associated Firemen's Insurance Co., 4 per cent.

Charleston, S. C.—Semi-annual dividends have been declared as follows: Dime Savings Bank, \$4.00 per share; German-American Trust and Savings Bank, \$3.00 per share; Columbian Banking & Trust Co., 3 per cent.; Bank of Charleston, \$3.00 per share; Exchange Banking & Trust Co., \$3.00 per share. The Charleston City Railway Co. has declared a dividend of \$2.00 per share; Charleston Gas Light Co., sixty-two and a-half cents per share; People's National Bank, \$5.00 per share; Hibernia Savings Institution, 6 per cent.; Northeastern Railroad Co., \$1.50 per share.

Columbus, Ga.—Semi-annual dividends have been declared as follows: Merchants and Mechanics' Bank, 3 per cent.; Third National Bank, \$3.50 per share; Chattahoochee National Bank, \$3.00 per share, and the Fourth National Bank, 3 per cent. The Georgia Home Insurance Co. declared a quarterly dividend of 3 per cent.

Danville, Va.—The Merchants' Bank has declared a semi-annual dividend of 2½ per cent.

Galveston, Texas.—Semi-annual dividends have been declared as follows:

Texas Land & Loan Co., 3 per cent.; Texas Guarantee & Trust Co., 4 per cent.; Citizens' Loan Co., 3½ per cent.; First National Bank, 6 per cent.; Improvement & Loan Co., 4 per cent.; Galveston National Bank, 3 per cent.

Knoxville, Tenn.—The Market Bank has declared a semi-annual dividend of 5 per cent.

Louisville, Ky.—Semi-annual dividends have been declared as follows: German Bank, 9 per cent.; German Insurance Bank, 5 per cent.; German Insurance Co., 3 per cent.; Western Bank, 4 per cent.; Western Insurance Co., 4 per cent.; Third National Bank, 3 per cent.; Union National Bank, 3 per cent.; Kentucky Title Co., 3 per cent.; German-American Title Co., 3 per cent.; German Security Bank, 5 per cent.; Bank of Kentucky, 4 per cent.; Louisville Banking Co., 4 per cent. The Avery Plow Co. declared an annual dividend of 5 per cent.; Columbia Finance & Trust Co., a quarterly dividend of 2 per cent.; Farmers and Drovers' Bank, quarterly dividend of 1½ per cent., and the Louisville Trust Co., a quarterly dividend of 2 per cent.

Montgomery, Ala.—The Merchants and Planters' National Bank and the First National Bank have declared semi-annual dividends of 3 per cent.

New Orleans, La.—Semi-annual dividends have been declared as follows: People's Bank, 4 per cent.; Bank of Commerce, 3 per cent.; Canal & Claiborne Railroad Co., \$1.00 per share; Germania Insurance Co., 5 per cent.; Hibernia National Bank, \$4.00 per share; Germania National Bank, 5 per cent.; Crescent City Railroad Co., 3 per cent.

Portsmouth, Va.—The People's Bank and the Bank of Portsmouth have declared semi-annual dividends of 3 per cent., and the Merchants and Farmers' Bank, 4 per cent.

Richmond, Ky.—The Richmond National Bank and the Second National Bank have declared semi-annual dividends of 4 per cent.

Roanoke, Va.—The Commercial National Bank, First National Bank and the National Exchange Bank have each declared a semi-annual dividend of 3 per cent. The Roanoke Trust, Loan & Safe Deposit Co. has declared a dividend of 5 per cent.

Savannah, Ga.—Semi-annual dividends have been declared as follows: Chatham Bank, 3 per cent.; Ogleshorpe Savings & Trust Co., 3 per cent.; National Bank of Savannah, 3½ per cent.; Southern Bank, 5 per cent.; Merchants' National Bank, \$3.00 per share. The Savannah Brewing Co. and the Citizens' Bank have declared dividends of \$3.00 per share.

### Financial Notes.

W. H. WEATHERLY has been elected president of the Bank of Anniston, Ala., to succeed P. G. Smith, resigned.

N. E. SHORTTRIDGE has been appointed assistant cashier of the First National Bank of Johnson City, Tenn.

J. B. HATTEN, assistant cashier of the Big Sandy National Bank, Catlettsburg, Ky., has been made cashier.

M. W. CARRICO, of Fort Worth, Texas, is organizing the First National Bank of Duncan, I. T.

THE State National Bank of New Orleans, La., is issuing new certificates of stock to replace the old certificates, in accordance with the recent action of the shareholders reducing the capital stock from \$425,000 to \$300,000.

THE Louisville (Ky.) Banking Co. has charged off its books bad debts to the amount of \$329,784, which reduces its surplus to \$400,000. Failures, depreciation in values and uncollectable accounts prevented realizing on these debts. It is

thought, however, that about \$100,000 of this will eventually be collected. The bank is in good condition, has just declared a semi-annual dividend of 4 per cent. and its stock is quoted at 150.

### One Obstacle to Southern Prosperity.

The conference at the Fifth Avenue Hotel between Southern men representative of the political sentiment and business enterprise of their States, and Northern capitalists whom they would interest in Southern investments, affords an encouraging indication for both the South and the North. It shows that the practical and far-seeing men of the South recognize that the great development possible for that region depends upon its enlisting the confidence of capital outside of itself.

The Southern States undoubtedly comprise an area of territory which is one of the richest in the world in the fertility of its soil, the variety of its agricultural products and possibilities and the abundance of its mineral resources. They also have peculiar advantages for manufacture, and thus offer opportunities for a largely increased population engaged in many and diversified industries. Moreover, at present they are supplied with the cheapest labor obtainable in the Union. Living also is cheap. Good land may be bought for a few dollars an acre, and in every State there are large areas of land wholly unimproved or only partially developed, besides much which has been allowed to go to waste after successful cultivation.

The deposits of coal are enormous in extent, and they have only begun to be drawn upon. The same is true of iron, and in a less measure of the precious minerals. Relatively to the past, the growth of the manufactures of cotton and of iron has been remarkable during the last ten years, but it has been trifling as compared with the development which will occur in the future under favoring conditions. As the population of the region increases, and in order that it may increase, there must be a great multiplication of the industries for its maintenance. Instead of the old simple organization of society there must be a more complex. The South of the past must give place to a new South, different in spirit and ambitions. The immigration which has turned away from it must be invited thither. The prodigal waste induced by the natural agricultural abundance must be succeeded by thrift, which will utilize to the fullest land not yet touched by the plow or abandoned after the cream of its fertility had been skimmed off.

To accomplish these purposes the South needs, first of all, to obtain capital, which it must get from abroad and chiefly from the North. Of such capital there is always an abundance here awaiting opportunities for profitable investment, but it is timid naturally. It is slow to give its confidence, and it is especially shy of distant investments under conditions to which it is not accustomed or of which it is suspicious. If it takes such risks it demands a reward so large that the cost to the borrower is likely to be a burden he cannot sustain. The South wants capital, but for its successful development it needs to obtain the money on the terms possible only when the security is both good and accepted as good by the lender or investor.

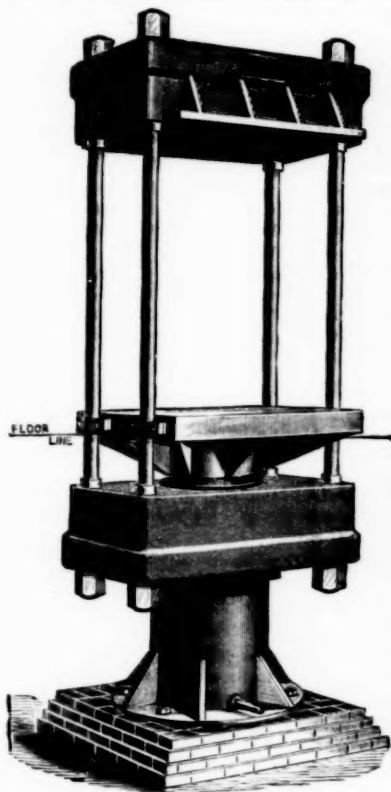
The interest of the South, therefore, requires that it should be conservative in its legislative treatment of property. If it would prosper it must not play with populist doctrines opposed to the rights of property. It cannot expect to get capital from abroad if its political leaders are working at home to excite public animosity to capital and thus to discriminate against it in taxation.—New York Sun.



## MECHANICAL.

## Hydraulic Baling Press.

One of the conveniences of a well-regulated cotton mill should be an efficient baling press. Some, however, are seemingly content to use almost anything that will serve the purpose, although fully alive to the necessity of modern spinning and



HYDRAULIC BALING PRESS.

weaving machinery. The old-style presses are still used in some mills, with the result that more time and money is wasted each year than would pay for a power press that would do the work in a much better and easier manner.

The hydraulic press we illustrate is made by the Boomer & Boschert Press Co., 386 West Water street, Syracuse, N. Y., and may be operated by either a steam hydraulic pump or a belt pump, as most conveni-

this manner 150,000 cans per day of ten hours.

The cans, with the heads snapped on loosely, roll from the feeding trough or chute into the machine and are carried around between two sets of wheels which set the heads down on the bodies as required and crimp them so that the burrs will either stand out straight against the body of the can or with the burrs curled inward or outward as may be desired. After this operation the cans roll out through the discharge trough ready for fluxing.

A feature of this crimper is the fact that it does not require the ends to fit the bodies tightly before they enter the machine. The ends may be made large enough or the bodies small enough, so that they can be snapped on easily and loosely, thus greatly facilitating the operation of heading and increasing correspondingly the amount of work produced.

A convenient arrangement can be made whereby the help employed in heading the cans are placed on either side of a belt or other carrier which travels between the benches or through the centre of a large bench or table on which the loose ends and bodies are piled. Then as the ends are snapped on the cans are dropped on to this carrier, which conducts them directly to the feeding chute of the crimper.

After leaving the crimper the cans might be carried on a similar belt or carrier to the fluxing machine and through this to the soldering machine, thus obviating all necessity for handling.

This crimper is so constructed as to admit of adjustment for different widths of burrs and different lengths of bodies, but it is not adjustable for different sizes of cans; hence a separate machine is necessary for each size desired to be crimped. When desired the manufacturers build a double machine for two different diameters of cans, placing them on the same stand. The machine is so arranged that it has sufficient adjustment to fit tight or loose as may be desired.

The machine is so arranged that there is comparatively no friction caused by the cans rolling between the wheels, giving the machine long life. Any further particulars desired may be secured by addressing the builders.

The "Favorite" chemical fire engine is a simple, reliable device with new and important features. Bell & Co. have employed what they believe to be practical common-sense principles that make the machine so simple that it can be operated



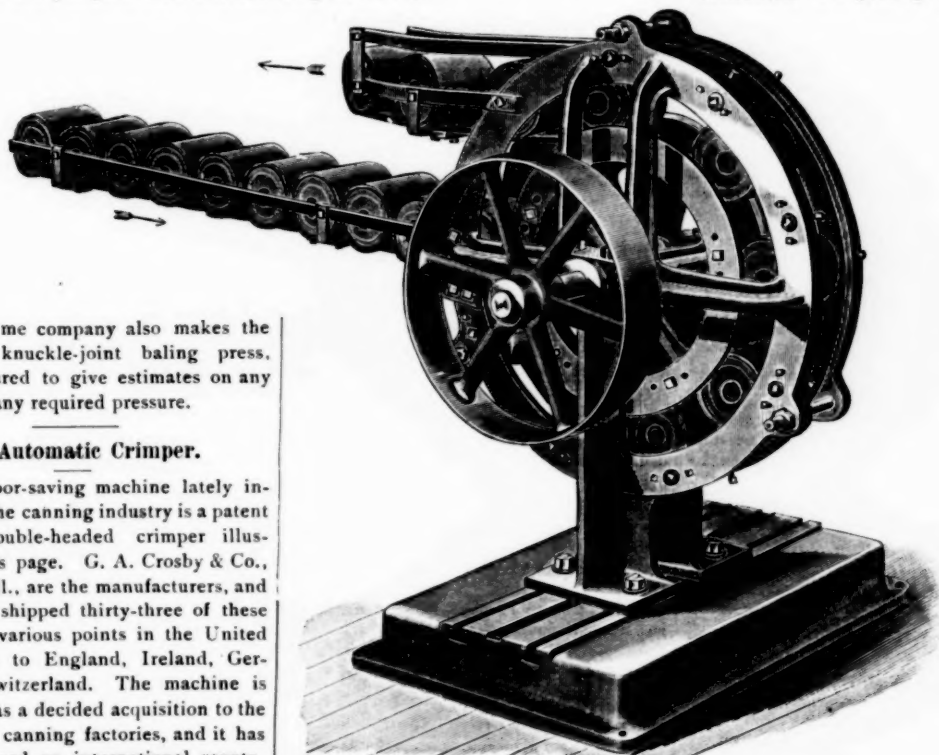
FIG. 1.—NEW CHEMICAL FIRE ENGINE.

by anyone. Time, it is said, has no demoralizing effect upon it, and it is at all times reliable. The expelling power of the "Favorite" is a powerful air pump placed in the handle of the machine, and, having a multiplied capacity over the dis-



FIG. 2.—NEW CHEMICAL FIRE PAIL.

charge of the nozzle, one stroke forces the chemical water forty to fifty feet distant, and it may be sent further at will. There are no valves or cocks about the machine, and all the openings are free and cannot be obstructed. No pent-up forces are used,



NEW AUTOMATIC CRIMPER.

ent. The same company also makes the "Standard" knuckle-joint baling press, and is prepared to give estimates on any size and for any required pressure.

## New Automatic Crimper.

A new labor-saving machine lately introduced to the canning industry is a patent automatic double-headed crimper illustrated on this page. G. A. Crosby & Co., of Chicago, Ill., are the manufacturers, and have already shipped thirty-three of these machines to various points in the United States, some to England, Ireland, Germany and Switzerland. The machine is looked upon as a decided acquisition to the equipment of canning factories, and it has already achieved an international reputation that promises wide application.

It is designed to crimp both ends on to the bodies of round cans at the same time. It is said to be automatic in the completest sense of the word, as it requires no attendance whatever, the cans being fed into the machine, crimped and discharged without handling. It is capable of crimping in

## New Chemical Fire Engine and Fire Pail.

We illustrate herewith two new improvements for fire protection manufactured by Thos. J. Bell & Co., Cincinnati, Ohio.

but the power is ready for instant use. However inexperienced and excited a person may be, he cannot, it is claimed, fail to operate it. They also manufacture Bell's patent chemical fire pails, having a

metal cover hermetically sealed, preventing evaporation of the chemical water. They soon save their cost, it is said, in the time of men required to keep the ordinary pails filled, and their cleanliness and freedom from odor, as compared with the ordinary bucket, is a feature that is considered to alone make them worth their price. The fact that they are kept full and ready for use without constant oversight renders them valuable for instant application. Further details can be obtained on addressing the manufacturers.

## Kelly Axe Co.'s Plant at Alexandria, Ind., Started Up.

The little city of Alexandria, Ind., celebrated the Fourth of July in a very practical way by the starting up of the big plant of the Kelly Axe Co., formerly of this city. Construction of the factory has been progressing for the past six months, and the natural-gas fires were lighted up in the nearly completed factory on Wednesday. The successful transfer of this plant from Louisville to Alexandria is of decided interest to many Louisville people who are interested in the gas belt, and the energy displayed by the axe company in building the new plant, while at the same time operating the old one here so as to lose no time, has been highly commended.

Over two years ago the Kelly Axe Co. found that a large increase in its capacity was necessary, and not having room to extend its plant here, investigated the natural-gas belt. Fuel is about 14 per cent. of the cost of axes, and a total saving of this item is saved, and better work is done by the clean gas fire.

The axe people can deliver their goods cheaper to the Pacific coast than to Southern points like Selma or Montgomery. This is so even with Australia and South Africa, freights greatly favoring them in that direction. The first shipment from the new plant is to be to Australia, which develops the interesting fact that the United States supplies the world with axes. It is the one article in which there is no competition from abroad, and the production in this country is practically in the hands of three companies, the second largest of which is the Louisville concern. The main office and warehouse are still here, so it is really a home institution.

The officers of the company are W. C. Kelly, president, Alexandria; R. Whitney, vice-president, Louisville; J. P. Kelly, general manager, Alexandria; J. E. Whitney, secretary and treasurer, Louisville; W. H. Trabue, manager Eastern department, New York; Brittan & Bond, Northern and Southern agents, Chicago and New Orleans; E. H. Habighorst, Western agent, San Francisco and Portland, Ore.

The new plant at Alexandria is an immense brick and iron structure covering about ten acres and equipped with new and improved machinery, much of which is the invention of officers of the company. Spurs from the Big Four Railroad run through the yards, and the gas well in the yard has a pressure of 350 pounds to the inch, requiring two large regulators to reduce it to low pressure. The business was begun less than twenty years ago with a capacity of five dozen axes per day, and the present plant will soon be turning out 300 dozen per day.—Courier-Journal.

MANAGERS of mills, factories, furnaces, mines, etc., and parties starting manufacturing enterprises and needing machinery or supplies of any kind will find it profitable to consult the advertising columns of the MANUFACTURERS' RECORD. Its pages contain names of the best houses in the country among manufacturers of and dealers in machinery and mill supplies.



# CONSTRUCTION DEPARTMENT.

**WE PUBLISH, every week, a list of every new factory, of whatever kind, projected anywhere in the South; every railroad undertaken, and every mining company organized. This information is always fresh and, by enabling manufacturers to correspond with the projectors of such enterprises before their supplies of machinery have been purchased, is of great value. Manufacturers will find it to their interest to read this department carefully each week.**

\*Means machinery is wanted, particulars of which will be found under the head of "Machinery Wanted."

In correspondence relating to matters reported in this paper, it will be of advantage to all concerned if it is stated that the information was gained from the MANUFACTURERS' RECORD.

## ALABAMA.

**Anniston—Bag Factory.**—The bag factory noted last week as to be established by Messrs. Parker and Noble will operate as the Anniston Bag & Mill Co.

**Marion—Water Works.**—It is said that the city will advertise for new bids for the construction of water works. Address the mayor.

**Talladega—Ice Factory.**—T. H. Moore and R. A. Bright have purchased the Talladega ice plant and, with W. R. Moore and S. J. Bowie, organized the Highland Ice Co. to operate it.

## ARKANSAS.

**Stamps—Lumber Mill.**—The B. & C. Lumber Co. will put in new machinery, etc.; purchases all completed.

## FLORIDA.

**Apalachicola—Water Works.**—Negotiations for water works are in progress.

**Bohemia—Shingle Mill.**—The Bohemia Shingle Mill Co. will rebuild its plant, lately destroyed by fire. Contract for full outfit of new machinery has been let and buildings will be erected at once.

**Crescent City—Lumber Mills.**—Wallace J. Pierpont, A. P. Millar, M. H. White, John W. Miller and C. H. Curtis have incorporated the Pierpont Manufacturing Co. with a capital stock of \$15,000 for manufacturing lumber, shingles, boxes, etc. Plant is now being built. Mr. Pierpont is president; Mr. Millar, vice president, and Mr. Miller, treasurer.

**Fort Meade—Box Factory.**—Adams & Densford have enlarged their box and crate factory.

**Jacksonville—Printing Works, etc.**—A. B. and S. C. Vance and E. A. White have incorporated the Vance Printing Co. with a capital stock of \$20,000, its purpose being to conduct printing works, etc.

**Kingsford (not a postoffice)—Phosphate Plant.**—The Florida Engineering Co. has let contract to Hughes, Chisolm & Co., of Charleston, S. C., for the erection of a washing and drying outfit for treating phosphate rock.

**Pemberton—Phosphate Plant.**—The Netherlands Phosphate Co. has contracted for the erection of a complete outfit for washing and drying phosphate rock.

**Polk County—Phosphate Lands.**—It is reported that Beatty, Bates and others of Boston, Mass., have purchased 200 acres of Polk county phosphate lands for \$27,000.

## GEORGIA.

**Athens—Water Works.**—A. H. Hodgson has purchased the Athens water works at public sale.

**Atlanta—Pyrites Mining, etc.**—George J. Baldwin, George W. Scott and N. P. Pratt have incorporated the Chestatee Pyrites Co. for mining pyrites, etc. The capital stock is \$100,000.

**Atlanta—Furniture Factory.**—A. G. Rhodes, P. H. Snook, Jr., P. H. Snook, Sr., and J. J. Haverty have incorporated the Rhodes, Snook & Haverty Furniture Co. to manufacture and deal in furniture. The capital stock paid in is \$30,000. Mr. Rhodes is president, and Mr. Haverty, secretary-treasurer.

**Canton—Cotton Mill.**—The erection of the cotton mill noted last week is probable. A \$50,000 or \$100,000 plant is proposed. Address R. F. Jones or E. A. Fulcher.

**Cordele—Guano Works.**—Patterson, Ringland &

Pratt, noted last week as having leased the Cordele Guano Co.'s plant, are doubling its capacity.

**Rome—Brick Works.**—The Rome Brick Co. has put in a new automatic brick machine of 20,000 hard-pressed brick daily capacity.

**Tate—Tannery.**—T. W. Dowda will start a tannery.\*

**Tifton—Cotton Mill, etc.**—Flour and cotton mills are contemplated.

## KENTUCKY.

**Caseyville—Coal Tipples, etc.**—An incline and coal tipples will be built at Caseyville for coaling barges and steamboats by the Sturgis Belt Line Railway Co. John H. Mullin, superintendent, Sturgis, Ky., can be addressed.

**Louisville—Tinware Factory.**—Stratton & Terstegge will at once rebuild or duplicate their burned tinware plant. Orders can be filled as usual, a large stock of goods being on hand.\*

**Sparta—Flour Mill.**—Brock & Wigal will increase their mill's capacity from fifty to fifty five barrels; all contracts let.

## LOUISIANA.

**New Orleans—Rice Mill.**—Wogan Bros. have obtained permit to erect a three-story frame rice mill to cost \$16,600.

## MARYLAND.

**Baltimore—Machine Works.**—Chas. H. Cowman, Mary V. Snowden, Richard P. Thomas, Henry S. Cowman and others have incorporated the Snowden & Cowman Manufacturing Co. to manufacture and sell engines, elevators, etc. The capital stock is \$40,000.

**Chesapeake City—Dry-dock.**—Diebert Bros., of Elkton, will build a dry-dock at Chesapeake City for the repair of canal boats and vessels.

**Havre de Grace—Shoe Factory.**—The Faust-Shocke Shoe Manufacturing Co. has been incorporated to manufacture boots and shoes. Herman Shocke is president and general manager, and Chas. H. Faust, secretary-treasurer. The capital is \$100,000.

## MISSISSIPPI.

**Biloxi—Water Works.**—Report says that a new water-works plant will be built.

**Vicksburg—Saw Mill, etc.**—Francis R. Woollen has purchased the Curphey & Mundy saw mill near Vicksburg for \$21,500.

**Natchez—Steel Bridge.**—Contract has been let to the King Iron Bridge Co., of Cleveland, Ohio, for the erection of a steel bridge over St. Catherine creek at \$8800.

## MISSOURI.

**Kansas City—Cooperage.**—The Rex Flour Mill has added a new cooper shop to its plant.

**St. Louis—Lumber, etc.**—The C. F. Liebke Hardwood, Mill & Lumber Co. has been incorporated with a capital stock of \$100,000.

**Washington—Flour Mill.**—Fusz & Backer are increasing their mill's capacity from 150 to 300 barrels.

**St. Louis—Rubber, etc.**—C. C. Peters, D. A. Biggers and James A. Ruane have incorporated the Peters Rubber & Supply Co. with a capital stock of \$10,000.

## NORTH CAROLINA.

**Elkton—Grist Mill and Gin.**—J. Q. Elkins will rebuild his burned cotton gin and grist mill.\*

**Gastonia—Cotton Mill.**—The Modena Cotton Mills will put in seventy more looms and 3000 spindles at once.

**Kernersville—Tobacco Factory.**—James F. Kerner will build a tobacco factory.

**Monroe—Iron Works.**—T. B. Willis and W. P. Beard, of Abbeville, S. C., have leased the Monroe Foundry and Machine Works and will operate same.

**Mt. Airy—Quarries.**—Thos. Woodroffe has put the Mt. Airy granite quarries in operation.

**Raleigh—Button Factory.**—A button manufacturer has made the Chamber of Commerce a proposition to start a factory.

**Rockford—Tobacco Factory.**—W. P. Dobson, J. N. Burrus and Chas. P. Davis have started a plug-tobacco factory.

**Salisbury—Telephone System.**—Franchise for constructing a telephone system has been granted to J. Allen Brown and E. B. Neave.

## SOUTH CAROLINA.

**Bennettsville—Mill.**—George N. Trenholm, R. G. Rhett and William C. Miller, all of Charleston, have incorporated the Marboro Mill Co. with a capital stock of \$25,000.

**Charleston—Fertilizer Plant.**—George M. Trenholm has purchased the Royal Fertilizer Co.'s plant for \$150,100.

**Charleston—Clothing Company.**—F. L. Steedman, Wm. C. Miller and John B. White have incorpo-

rated the Boys' Clothing Co. with a capital stock of \$5000 to deal in clothing, etc.

**Charleston—Mercantile.**—R. H. Edmunds and R. S. Des Portes have incorporated the Des Portes & Edmunds Dry Goods & Clothing Co. to transact a mercantile business. The capital stock is \$40,000.

**Cheraw—Gold Mine.**—The Hard Scrabble Mining Co. will develop the Kirkley gold mine near Cheraw, and machinery is now being erected.

**Chester—Cotton Mill.**—The Chester Mill Co. has been incorporated to operate the old Chester Manufacturing Co.'s cotton mill. D. A. Tompkins, of Charlotte, N. C.; Joseph Wylie and S. M. Jones, of Chester, and A. S. Tompkins of Edgefield, are the incorporators; capital stock \$100,000.

**Florence—Artesian Well.**—Sudlow & Co. are sinking an artesian well.

## TENNESSEE.

**Bristol—Publishing.**—The sale of the Bristol News to C. B. Cook and others, lately noted, has not been consummated, and a new sale has been ordered for July 14.

**Chilhowee—Slate Quarries.**—Hamilton & Walsh will develop slate quarries, employing 100 men.

**Harms—Flour Mill.**—Harms Bros. have placed orders for new machinery.

**Knoxville—Manufacturing.**—F. C. Bearden, A. Ferguson, E. G. Buckwell, Walter Taylor and R. W. Edmonds have incorporated the Bearden & Ferguson Manufacturing Co. to transact a lumber business.

**Memphis—Shoe Factory.**—The shoe factory noted last week as to be established by the Johnson, Caruthers & Rand Co. will have a daily capacity of 600 pairs, fifty men to be employed at the start. J. Johnson is president; E. E. Rand, vice-president; Oscar Johnson, secretary, and A. B. Caruthers, treasurer.\*

**Memphis—Tobacco Works.**—A Virginia company is investigating Memphis with a view to locating chewing and smoking tobacco works. Young Men's Business League can be addressed.

**Ooltewah—Powder Works.**—The Chattanooga Powder Co. will at once rebuild the several buildings at its plant recently destroyed by an explosion.

**South Pittsburg—Pencil Factory.**—The Eagle Pencil Co., of 73 Franklin street, New York city, will erect a factory in South Pittsburg. F. P. Clute is now engaged in preparing site and obtaining plans for the buildings. Main structure is to be 40x180 feet, two stories, with packing and storeroom 40x80, and six large dry-kilns and boiler and engine-room. This plant will employ 150 to 200 hands when in full operation. All the machinery will be moved from Gurley to South Pittsburg.

**Wayne County—Phosphate Lands.**—S. A. Knapp, of Lake Charles, La., is interested in phosphate lands in Wayne county which are to be developed.

## TEXAS.

**Austin—Spring-bed Factory.**—F. H. Jones, of Galveston, will start a steam mattress and spring-bed factory in Austin.

**Houston—Plumbing, etc.**—B. P. Morris, W. W. Kelley and G. E. Van Benthuyzen have incorporated the Morris Plumbing & Supply Co. with a capital stock of \$25,000.

**Marlin—Medicine Factory.**—The Southern Specialty Co., noted last week as incorporated, will manufacture medicines. Factory building two stories high, 50x100 feet, will be built at once.\*

**New Braunfels—Ice and Refrigerating Plant.**—The Landa Roller Mills contemplate the erection of a 30 to 50-ton ice and refrigerating plant to be operated by water-power.\*

**Rockdale—Brick Works.**—A \$30,000 stock company has been organized to erect fire-clay brick works. Machinery has been purchased for \$10,000. W. H. Veasey can probably give information.

**Sunset—Canning Factory.**—William Armstrong may put in a canning plant.\*

**Trenton—Broom and Soap Factory.**—John M. Hook may start a broom and soap factory.\*

## VIRGINIA.

**Berryville—Water Works.**—The Berryville water works system was sold last week to the Mercantile Trust & Deposit Co. at \$5800.

**Charlottesville—Sewer System.**—The city will open bids on July 26 for the construction of a sewerage system. Address John S. Patton, mayor.\*

**Danville—Tobacco Factory.**—The Pace-Talbot Tobacco Co., lately organized, has leased the old Pace, Talbot & Co. factory. Thos. J. Talbot is president and general manager and G. P. Talbot, secretary-treasurer.

**Front Royal—Electric-light Plant.**—The city has arranged for the purchase of the Front Royal electric-light plant. Address the mayor.

**Lawrenceville—Machine Shops.**—The Atlantic & Danville Railway Co. (office, Norfolk) may remove its Portsmouth shops to Lawrenceville.

**Norfolk—Acid and Fertilizer Plant.**—A charter has been granted to the Norfolk & Carolina Chemical Co. with a capital stock of \$150,000. S. T. Morgan, of Durham, N. C., is president. This company is not a branch of the Durham (N. C.) Fertilizer Co., as noted several weeks ago, but stockholders of the Durham concern are interested.

**Pocahontas—Coal Mine.**—Thomas Pool has leased and will operate the Southwest coal mine, near Pocahontas. A tippie has been built and mining commenced.

**Richmond—Merchandise, etc.**—The A. C. Young Co. has been incorporated to conduct a merchandise brokerage business; capital stock \$50,000. A. C. Young is president and general manager; P. G. Blanchard, secretary-treasurer.

## WEST VIRGINIA.

**Benwood—Water Works.**—L. F. Stifle, G. O. Smith, M. J. O'Kane and J. M. Todd, all of Wheeling, are the incorporators of the Benwood Water Works Co., reported last week as chartered. The construction of a water-works system is proposed at once.

**Cooper's—Coal Mines.**—Mr. Keatly and others will open a coal mine.

**Cooper's—Coal Mine.**—A Mr. Cook is reported as intending to develop coal mines.

**Elk City—Factory.**—The Northwestern Manufacturing Co. is erecting a plant for the manufacture of a non corrosive wood preservative.

**Parkersburg—Water Works, etc.**—J. C. Alderson and J. B. Somerville, of Wheeling; D. D. Johnson and others, of Parkersburg, have incorporated the Mountain Home Co. with a capital stock of \$100,000, its purpose being to lay out town sites, build water works, etc.

**Wheeling—Iron and Steel Mills, etc.**—Twenty-three puddling furnaces of the La Belle Iron Works resumed operations last week, employing 150 men. The Riverside Iron & Steel Co.'s plant in upper Benwood also resumed, employing 500 men.

**Wyoming County—Saw Mill.**—The Park Place Commercial Co., of New York city, has purchased the Farmer-Williams Co.'s hand saw mill, near Pickens. The plant will be removed to Wyoming county.

## BURNED.

**Atlanta, Ga.**—The Dixie Spring Bed Co.'s factory; loss \$6500.

**Caddo Mills, Texas.**—The city's public school building.

**Camp Nelson, Ky.**—E. J. Curley & Co.'s distillery; loss about \$50,000.

**Cape Charles, Va.**—The Cape Charles Ice & Lumber Co.'s plant, valued at \$25,000.

**Griffin, Ga.**—The Griffin Buggy Co.'s plant.

**Hickman, Ky.**—E. J. Curley & Co.'s distillery; loss \$60,000.

**Laurens, S. C.**—The Bendella Hotel; loss \$20,000.

**Louisville, Ky.**—Stratton & Terstegge's stove works; loss \$100,000.

**Meridian, Miss.**—The St. Charles Hotel laundry.

**St. Louis, Mo.**—The Quick-Meal Stove Co.'s plant.

**Taneytown, Md.**—James D. Haines's chopping mill.

**Texarkana, Texas.**—H. C. Rehkopf's mattress factory.

**Toomsba, Miss.**—A. J. Keeton's grist mill and gin.

**Waco, Texas.**—Forsgard & Blum's planing mill.

An office has been opened at 1413 Main street, Richmond, Va., by Cornell, Hiscox & Underhill, of New York city. T. L. Courtney, Jr., who has just been appointed general manager of the business in the Southern States, can be found at that address. Mr. Courtney resigned as vice-president of the Smith-Courtney Co. to take his new position. His firm carries a large and complete stock in New York and is prepared to make prompt shipments. The new office of the company, with its manager, who is thoroughly in touch with Southern affairs, is a convenient arrangement and should widely extend the patronage of this house. In addition to the general line of supplies Mr. Courtney is prepared to submit plans and estimates for boilers, engines, mining and coal cars, dry-kilns, coal and ore-handling machinery and general labor-saving devices for mills, factories, mines, etc.



## BUILDING NOTES.

**Alexandria, Va.—Warehouse.**—The Baltimore & Ohio Railroad Co. (office, Baltimore, Md.) will erect freighthouses on the river front at Alexandria.

**Americus, Ga.—Warehouse.**—W. M. and V. H. Hitt will erect a cotton warehouse.

**Atlanta, Ga.—Church.**—The West End Baptist Church intends to erect a new building. Address A. J. Cobb.

**Atlanta, Ga.—Jail.**—The erection of a new jail for Fulton county is talked of. Address the county commissioners.

**Atlanta, Ga.—Buildings.**—Architects are invited to submit plans and estimates on cost of buildings for the coming exposition. Address Grant Wilkins for full particulars.

**Atlanta, Ga.—Business Building.**—The Rhodes' Snook & Haverly Furniture Co. will erect an eight story brick building.

**Baltimore, Md.—Warehouse.**—J. M. Cone will erect a six-story warehouse; Chas. E. Cassell, architect.

**Baltimore, Md.—Warehouse.**—The Baltimore & Ohio Railroad Co. will build a storage warehouse for tobacco with a capacity of 3000 to 4000 hogshead.

**Baltimore, Md.—School.**—Contract has been awarded to Henry S. Ripple at \$105,149 for the erection of the new Western High School. Crook, Horner & Co. received contract for plumbing and ventilating and heating at \$13,502.

**Cochran, Ga.—Business Building.**—C. E. Taylor will erect a two story brick building.

**Cochran, Ga.—Hall Building.**—The Masonic lodge will erect a hall building.

**Cochran, Ga.—College.**—The new Ebenezer College will erect two new buildings.

**Cochran, Ga.—Temple Building.**—The Masons intend to erect a temple. Site has been purchased. Address the secretary.

**Garrett Park, Md.—Church, etc.**—Donn & Peter, of Washington, D. C., have prepared plans for a \$10,000 Episcopal church to be built in Garrett Park. B. S. Simmons has prepared plans for a three-story dwelling to cost \$6000.

**Houston, Texas.**—W. J. Moore, of Galveston, will erect, it is reported, a five-story building.

**Hasca, Texas—Church.**—The Baptists intend to erect a \$4000 church. Address the pastor.

**Knoxville, Tenn.—Temple Building.**—The Masonic fraternity has obtained a charter and will erect a six or seven story temple, 50x125 feet, to cost \$75,000 or \$100,000. Plans will be wanted. Address Charles Dawes.

**La Grange, Texas—Casino Building.**—A stock company will be formed to erect a casino. Maurer & Wesling have prepared plans.

**Logan, W. Va.—Dwelling.**—J. B. Stewart has prepared plans for a residence to be built for S. S. Altizer at a cost of \$30,000.

**Marietta, Ga.—School.**—Contract has been let to Henderson & Austin for the erection of the new public-school building; structure is to cost \$11,184.

**North Wilkesboro, N. C.—Bank Building.**—The North Wilkesboro Bank has let contract to M. N. Dean for the erection of its new building.

**Ocala, Fla.—Courthouse.**—The board of county commissioners has decided definitely to erect the courthouse recently noted. An issuance of \$80,000 in bonds is proposed, and an election to decide same will be held on October 2.

**Pine Bluff, Ark.—Business Building.**—The Hammett Grocer Co. will erect a brick business building.

**Pine Bluff, Ark.—Warehouse.**—Samuel Alexander & Co. will erect a brick cotton warehouse.

**Pine Bluff, Ark.—Warehouse.**—S. Beuthenthal & Co. have commenced the erection of a brick cotton warehouse.

**Richmond, Va.—College Buildings.**—The college buildings of the Richmond Female Institute will be remodeled and enlarged. Address Rev. W. W. Landrum.

**San Antonio, Texas—Stores.**—A. Sartu will erect stores to cost \$14,000. J. Wahrenberger has the contract.

**San Antonio, Texas—Hotel.**—H. D. Kampmann contemplates enlarging his hotel.

**Selma, Ala.—Church.**—The erection of a new church building is contemplated. Address Rev. J. E. Barnes.

**Tifton, Ga.—Church.**—The Baptist congregation will erect a new church. Address Rev. Frederick T. Snell.

**Washington, D. C.—Church.**—R. I. Fleming has prepared plans for a church to be built by the Colored People's Congregational Church.

**Washington, D. C.—Dwellings, etc.**—Plans for a block of seven four-story residences are being prepared for D. H. Kent. John Leitch contemplates building five three-story and basement residences from plans prepared by Thomas Francis, Jr.

**Washington, D. C.—Dwellings, etc.**—W. W. Bond will erect a three-story, 25x60 feet, dwelling to cost \$5000. W. A. Kimmel will erect nine brick

dwellings to cost \$22,500. John Leitch will erect five brick dwellings to cost \$30,000. E. Woltz has prepared plans for ten three-story dwellings to cost \$50,000.

**Washington, D. C.—Church.**—Wm. N. Dudley, 1423 F street, has made plans for a church to be built by St. Stephen's P. E. congregation.

## RAILROAD CONSTRUCTION.

## Railroads.

**Artemus, Ky.**—D. P. Whitsett is making surveys for a railroad from Jellico, Tenn., to Artemus.

**Ashley, La.**—The Bunch & Yates Co., of Memphis, Tenn., has been awarded contract for building and equipping seven miles of narrow-gauge railroad for Caldwell & Judak at Ashley Landing, La.

**Augusta, Ga.**—Jesse Thompson & Co will extend their logging road from four to six miles.

**Clay, Texas.**—The survey for the Brazos & Burleson Railroad is being pushed, and construction will begin soon. The line is to run from Clay to Stone City, a distance of twenty-two miles.

**Clendennin, W. Va.**—Charles C. Lewis, of Charleston, president of the Charleston, Clendennin & Sutton Railroad, states that a large force is now improving that road, and engineers are at work locating a line to Sutton, with expectations of making connection at that point with the Baltimore & Ohio system as soon as practicable.

**Cuyler, Ga.**—The Cuyler & Woodburn Railroad is a 12-mile line under construction from Cuyler, on the Savannah & Western, to Woodburn, in Bullock county. At present there is nothing definite as to further extension, but in all probability the road will be continued through the centre of Bullock county, a distance of twenty-five miles. J. N. Wood, of Pineora, Ga., writes in reference to this line: "The road is now nearly ready for rails, for which we are negotiating."

**Galveston, Texas.**—Tracklaying is to commence soon on the Gulf & Interstate Railroad, and the first eighteen miles is to be finished by August 1. C. J. Jones can be addressed.

**Mobile, Ala.**—H. Austill writes: "The Mobile, Jackson & Kansas City Railroad has very valuable franchises at Mobile and through Mississippi, but there is no definite contract yet for its construction. Several reputable construction companies have been recently examining the enterprise, but its construction is not yet fixed. We hope soon, however, to have the work started."

**Paducah, Ky.**—Johnston Bros. & Faught, general contractors, are now constructing the Chicago, Paducah & Memphis Railroad from Alton, Ill., to Paducah. Work is at present under way between St. Elmo and Marion, Ill.

**Roberts, Texas.**—Tracklaying has commenced on the extension of the Texas Midland Railroad (office, Terrell) from Roberts to Greenville. The Bethune-Craney Construction Co., of Kansas City, Mo., has the contract.

**St. Martinsville, La.**—It is proposed to form a company to build the railroad from St. Martinsville to Arnaudville; the distance is twenty-three and one-half miles. A survey has been made by E. B. Cushing, resident engineer of the Southern Pacific.

**Sturgis, Ky.**—The railroad from Sturgis to Caseyville will be built by the Sturgis Belt Line Railway Co. John H. Mullin, superintendent. Surveys have been made, route located, and work will commence soon. The line will extend from a point in Webster county via Sturgis to Caseyville.

**Victoria, La.**—Nine miles of the proposed road from Victoria to Many are already built, and there are twelve miles to be constructed, for which surveys are soon to commence. The Robeline & Sabine Pass Railroad Co. is carrying out the enterprise, and the work will be done by day labor. John R. Jones, president, can be addressed.

## Electric Railways.

**Columbus, Ga.**—The North Highlands Railroad Co., operating an electrical railroad, has been granted a franchise to extend its lines.

**Crisfield, Md.**—The Somerset Electric Light & Railway Co. was chartered by the last legislature with Thomas S. Hodson, of 6 East Lexington street, Baltimore, as president. About two and one-half miles of road will be built.

**Key West, Fla.**—John J. Philbrick, of Key West, is completing arrangements in New York city for the transfer of the street-railway property to the Key West Electric Street Railway Co. Horse-power will be superseded by electricity.

**Rutherfordton, N. C.**—Jonah White writes: "It is now an assured fact that an electric railroad will be built from Rutherfordton to Chimney Rock, a distance of seventeen miles."

**Sandersville, Ga.**—The building of an electrical railroad from Sandersville to Tennille is under consideration. J. N. Gilmore can give information.

**Williamsburg, Va.**—The formation of a stock company to build an electric railroad to King's Mill Wharf is in contemplation.

## Street Railways.

**Montgomery, Ala.**—The Montgomery Street Railway Co. has been granted a franchise to extend its street railway.

**San Antonio, Texas.**—The Manufacturers' Transportation Co. has been incorporated by Charles Hugo, Philip Carl, George Kalteyer and others to construct a street railway. The capital stock is \$50,000.

## MACHINERY WANTED.

**Manufacturers and others in need of machinery of any kind are requested to consult our advertising columns, and if they cannot find just what they wish, if they will send us particulars as to the kind of machinery needed we will make their wants known free of cost, and in this way secure the attention of machinery manufacturers throughout the country. The MANUFACTURERS' RECORD has received during the week the following particulars as to machinery that is wanted.**

**Belting.**—Belting will be wanted for the Hardtmuth pencil plant at Chattanooga, Tenn. Address Geo. Haur, 103 Burch street.

**Belting.**—Feaster Bros., Micanopy, Fla., will need belting.

**Biscuit Machine.**—L. S. Sun Office, Baltimore, Md., wants to buy a second-hand biscuit machine.

**Boiler.**—Wilhelm & Son, Fort Myers, Fla., want a sixty horse-power two or four riveted boiler with dome.

**Boilers.**—Boilers will be wanted for the Hardtmuth pencil plant at Chattanooga, Tenn. Address Geo. Haur, 103 Burch street.

**Boiler and Engine.**—The Southern Specialty Co., Marlin, Texas, expects to buy a fifty horse-power boiler and engine.

**Bottling Outfit.**—The Southern Specialty Co., Marlin, Texas, will buy bottling outfit.

**Broom Machinery.**—John W. Hook, Trenton, S. C., wants machinery for broom-making.

**Buckle Machine.**—The Macon Compress Co., Macon, Miss., wants a combined cotton tie buckle machine to punch and shear buckle without removing same from machine.

**Canning Machinery.**—Wm. Armstrong, Sunset, Texas, wants prices on canning outfits.

**Coating Machine.**—Jas. A. Willard, Jr., 18 St. Paul street, Baltimore, Md., wants a machine for coating blue-print paper.

**Cotton Gin and Press.**—J. Q. Elkins, Elkton, N. C., will want a gin and compress.

**Cotton Gins, Press, etc.**—H. J. Day, Social Circle, Ga., wants lowest prices on two 60-saw cotton gins, with feeders and condensers; also wants prices on power press.

**Cotton-mill Machinery.**—Leak, Wall & McRae Rockingham, N. C., will buy pickers, carders, spinners, twistors, etc., for 3000 spindles.

**Cotton-mill Machinery.**—The Modena Cotton Mills, Gastonia, N. C., will order 3000 spindles in the near future.

**Electric Motor.**—The Johnson, Caruthers & Rand Co., Memphis, Tenn., will need a twenty horse-power electric motor.

**Electric Supplies.**—W. E. Sudlow & Son, Florence, S. C., want transformers, 105, 205 and 305, for about 200 lights (incandescent); second-hand articles would do.

**Engine.**—John F. Cowell, Bayboro, N. C., wants a twenty-five horse-power engine (Westinghouse preferred).

**Engine.**—Engine will be wanted for the Hardtmuth pencil plant at Chattanooga, Tenn. Address Geo. Haur, 103 Burch street.

**Engine.**—J. W. Burkhead, Concord, N. C., wants an engine, Corliss type, about 18x42 cylinder; shaft must be sufficient to take one pulley 24-inch face and one 14-inch face, or a double-crowned pulley of this width preferred; a second-hand engine in good repair would do.

**Evaporators.**—The Southern Specialty Co., Marlin, Texas, expects to buy two evaporators for crystallizing mineral water.

**Fire Equipments.**—Manufacturers of fire equipments might find it profitable to correspond with the mayor of Plaquemine, La.

**Gasoline Engine.**—A. L. Canfield, Port Lavaca, Texas, wants a ten or twelve horse-power gasoline engine.

**Grist Mill.**—J. Q. Elkins, Elkton, N. C., will want a grist mill.

**Ice Plant.**—The Landa Roller Mills, New Braunfels, Texas, wants estimates on ice plant. Address Jos. Landa, president.

**Kettle.**—The Southern Specialty Co., Marlin, Texas, wants a kettle for boiling purposes.

**Oil Mill.**—The St. Landry Oil Mill Co., Opelous-

as, La., wants bids on a 60-ton latest improved cottonseed-oil mill.

**Paper-box Machinery.**—The Southern Specialty Co., Marlin, Texas, wants to buy outfit for making paper boxes.

**Pipe.**—W. E. Sudlow & Son, Florence, S. C., need about 250 feet of eight-inch wrought-iron pipe; also would like to buy casing for artesian well.

**Pipe.**—The city of Charlottesville, Va., will open bids July 26 for furnishing pipe; Jno. S. Patton, mayor. See advertisement in MANUFACTURERS' RECORD of July 13.

**Planer.**—A. W. Taylor & Co., Summerville, S. C., want to purchase a second-hand dimension or timber planer.

**Printing Outfit.**—The Southern Specialty Co., Marlin, Texas, will buy printing outfit.

**Pulverizer, etc.**—The Southern Specialty Co., Marlin, Texas, wants to buy pulverizing, grinding and mixing cylinder for chemicals.

**Refrigerating Plant.**—The Landa Roller Mills, New Braunfels, Texas, wants estimates on refrigerating plant. Address Jos. Landa, president.

**Rock Crusher.**—Beecher Smith, Somerset, Ky., wants rock crusher for turnpike purposes.

**Saw.**—The Augusta Furniture Factory, Augusta, Ga., will need a band saw.

**Saw Mill, etc.**—Saw-mill machinery, saw tables, etc., will be wanted for the Hardtmuth pencil plant at Chattanooga, Tenn. Address George Haur, 103 Burch street.

**Scales.**—H. J. Day, Social Circle, Ga., wants prices on three-ton wagon scales.

**Sewer System.**—Charlottesville, Va., will open bids July 26 for construction of sewer system; Jno. S. Patton, mayor. See advertisement in MANUFACTURERS' RECORD of July 13.

**Shoe-factory Supplies.**—The Johnson, Caruthers & Rand Co., Memphis, Tenn., will buy lasts, dies, patterns, etc., for shoe factory.

**Soap Machinery.**—John M. Hook, Trenton, S. C., wants machinery for making soap.

**Stump-puller.**—C. W. Farciots, Tallapoosa, Ga., wants a stump puller.

**Stump-pullers.**—J. W. Berry, Bowman, S. C., wants prices and catalogues of stump-pullers.

**Tanners' Tools.**—T. W. Dowda, Tate, Ga., wants complete outfit of tanners' tools.

**Tinware Machinery.**—Stratton & Terstegge, Louisville, Ky., will buy machines and dies for making a complete line of pieced tinware.

**Traction Engines.**—L. F. Willis, West Point, Me., wants to correspond with manufacturers of traction or road engines.

**Wood-splitting Machine.**—The Cameron-Barkley Co., Charleston, S. C., wants a wood-splitting machine.

**Woodworking Machinery.**—The Southern Specialty Co., Marlin, Texas, will buy a saw and planer for making boxes.

**Woodworking Machinery.**—Feaster Bros., Micanopy, Fla., will need woodworking machinery.

The Edgefield Hotel Co., of Edgefield, S. C., will buy furniture for 30-room hotel, including kitchen and dining-room.

The board of county commissioners for Citrus county, Fla., desires estimates from furniture dealers for furnishing courthouse with seats. Address Inverness, Fla.

## TRADE NOTES.

MESSRS. GEO. C. BALL & CO., of Birmingham, Ala., dealers in iron and steel, have opened an office in Atlanta, Ga., where communications may also be addressed.

MR. D. S. BENNET, of Richmond, Va., agent for the saw mills made by the Lane Manufacturing Co., of Montpelier, Vt., has during the week placed a plant in Richmond and shipped one to Raleigh, N. C.

THE Washington Mills Co., of Lawrence, Mass., has placed order with the United States Aerophor Co., of Providence, R. I., for the equipment of its frame spinning-room with the latter company's type of aerophor air moistener.

THE Lodge & Davis Machine Tool Co., of Cincinnati, Ohio, has just been awarded a contract by the United States government for one of its improved screw machines to work stock up to one and one-quarter inches, to be shipped to the Norfolk navy-yards, Norfolk, Va.

THE Chewalla Cotton Mills, of Eufaula, Ala., has placed its order for revolving flat cards and drawing frames with the Pettie Machine Works, of Newton Upper Falls, Mass. The Pettie Machine Works has also received the order for revolving flat cards for the new Seaconnet Mills in Fall River, Mass.

THE Berry & Orton Co., of Philadelphia, Pa., has just shipped to car shops in Ottawa, Canada, five large machines, among them being the new vertical hollow chisel mortiser. Ten days ago the



company shipped to the Buffalo & Susquehanna Railroad a carload of machinery. The plant is quite busy now on orders.

THE Mecklenburg Iron Works, of Charlotte, N. C., is shipping a complete 10-stamp gold mill and concentrating plant to Las Sanas mine, El Oro, Mexico. Part of the shipment goes via New York and Tampico, Mexico. Shipments of this sort demonstrate that Southern machine works, and the Mecklenburg plant in particular, are pushing for foreign trade.

AN industry of recent establishment at Cleveland, Ohio, that has made considerable headway is the Gaitland Foundry Co. In September of last year this concern began operating a foundry 120x160 feet, with a cupola of fifty tons capacity, making a specialty of gray-iron castings. Its trade now takes in all sections, and is steadily increasing in volume.

THE banking firm of Hermann Cohen & Co. has opened an office in the Grand Union Hotel, Saratoga, N. Y. It is connected by private wire with the New York, Philadelphia, Washington and Baltimore offices of this concern, and is furnished with instantaneous quotations from New York, and with all the current gossip of the different news bureaus.

OWING to greatly-increasing business, Mr. J. W. Moyer, of Philadelphia, Pa., manufacturer of overhead tracking, finds it necessary to enlarge facilities, and has removed to 2215 17-19 North Eleventh street, where all communications should be sent. A continuance of the liberal patronage heretofore extended is solicited by Mr. Moyer, and assurance is given that he will do his best to merit it.

A BRANCH store has been established at Atlanta, Ga., by the Graton & Knight Manufacturing Co., of Worcester, Mass., tanners and manufacturers of oak tanned leather belting. This concern has been in the business forty-three years, and turns out now 100,000 hides a year. It calls attention to its policy of using only the centre portion of the hide for belting, the rest of the hide being used in the manufacture of innersoles, counters, stiffening, etc. by the Worcester Counter Co., an adjunct of the Graton & Knight Manufacturing Co.

THE St. Louis Railway Co., of St. Louis, Mo., has placed the order for its new car barn with the Berlin Iron Bridge Co., of East Berlin, Conn. The building will be sixty-four feet in width and 185 feet in length, with brick walls, the roof being of iron covered with the Berlin Iron Bridge Co.'s patent anti-condensation corrugated iron roof covering. It is the intention of the railroad company to make this station absolutely fire-proof, and thereby save insurance. There will be no woodwork used about the construction of the building, and it will not be necessary to carry any insurance whatever, as the danger from fire is entirely eliminated.

E. A. PEDEN, of the firm of Peden & Co., Houston, Texas, has returned to that city after an extensive trip throughout the North and East, during which advantageous arrangements were made with manufacturers and suppliers of the goods handled by his firm. The line includes roofing of all kinds, iron and steel sidings and ceilings galvanized and black sheet iron, tin andterne plates, iron fencing and cresting, sheathing papers, nails, solder, etc. This firm enjoys a large patronage and has won the confidence of consumers by equitable and fair methods. The firm name was Smith Peden & Co., and has been changed to its present title, Mr. R. P. Smith retiring from the partnership.

MESSRS. HUGHES, CHISOLM & Co., of Charleston, S. C., have contracted for two large phosphate plants in Florida, and they are being erected at present under their supervision. One of the plants is for the Netherlands Phosphate Co., near Pemberton, Fla., and the other is for the Florida Engineering Co., at Kingsford, Fla. The Netherlands Phosphate Co.'s plant is to be a complete outfit for washing and drying phosphate rock, and the Florida Engineering Co.'s plant is to have in addition to a washing and drying outfit, a suction dredge fitted with one of Hughes, Chisolm & Co.'s special mining pumps. Reports from Messrs. Hughes, Chisolm & Co. state that they are quite busy, and that they have been very busy for some time past on orders for centrifugal pumps and other phosphate machinery.

MESSRS. BERGER BROS., of Philadelphia, Pa., manufacturers of tinners' hardware, roofers' supplies, etc., state that their trade within the last two years has increased beyond their highest expectations, the panic year being the best on record, both as to the sales and profits, the business keeping up to date about the same average. With the present low cost of producing supplies in their line, enabling them to sell at low prices, and with other advantages and splendid facilities for handling goods in great quantities, also prospects of better times ahead, they look for still larger trade in the future. It may be well to state that this firm not only handles great quantities

ties of tinners' and roofers' supplies, such as long eave gutters and pipe, zinc, sheet iron, registers, etc., but is general headquarters for tinners' hardware, where almost everything is kept in stock.

A PLEASANT annual event is the outing given its employees by the Jeffrey Manufacturing Co., of Columbus, Ohio. The eleventh observance of this day of fun and sport has just been held. The Jeffrey Company has been a pioneer in extending such an entertainment to its employees, and each year the outing eclipses the previous one in solid, wholesome enjoyment. The company's liberality in this direction, as well as its continual interest in the welfare of its employees, has borne good results. It would be difficult to find more congenial relations between employer and employee. Equally arduous would be the task to find employees more loyal and contented than those of the Jeffrey Company. One of the most suggestive illustrations of this is the personal pride taken by the men in turning out superior workmanship, for which the product of the company is noted. Such industrial conditions are so isolated in these days, when capital and labor forget their inter-dependence and seem constantly at loggerheads, as to be decidedly refreshing and of hopeful promise. Perhaps the Jeffrey Company has solved the strike question and left the labor agitator without an occupation.

### TRADE LITERATURE.

A PAMPHLET sent out by the Danville Roller Covering Works, Danville, Va., starts out to tell what Congress has done. Finding but little material to work on, the publication is devoted to telling what the Danville roller covers have done and can do, and has ample latitude for some pertinent remarks.

THE first annual catalogue and price-list of the E. K. Dillingham Iron Co., of Houston, Texas, has been issued. This concern has engaged in the manufacture of sheet-metal goods on a larger scale than has heretofore been attempted in Texas, and it is hoped to cultivate an extensive trade, especially through the South. Cornices, moldings, finials, window caps, eave troughs, skylights, flues, iron ci-terns, windmill tanks, etc., will be the product. The company's facilities for producing good work are unexcelled, the best machinery and skilled labor being employed.

### Wise Men

read the advertising pages of the MANUFACTURERS' RECORD carefully because they are always sure to find something of value; it may be a special sale, or an opportunity for investment, or some new machinery, or some one looking for a location for a factory, or a thousand and one things advertised that may concern you. Every man ought to study newspapers, not simply glance over them, but examine in detail the MANUFACTURERS' RECORD, for instance, and he will be sure to find something that can be made profitable in his business. In its news columns and in its advertising pages he will find matter that may prove invaluable in his business operations.

### Two Delightful Tours to the North Under the Personally-Conducted Tourist System of the Pennsylvania Railroad Co.

To Watkins' Glen, Niagara Falls, Thousand Islands, Rapids of the St. Lawrence, Montreal, Au Sable Chasm, Lakes Champlain and George, Saratoga, Highlands of the Hudson.

First tour, July 17 to 30.

Second tour, August 21 to September 3, 1894.

Round trip, \$90.00; children between five and twelve years, \$75.75, covering railroad and boat fare for the entire round trip, parlor-car seats, meals en route, hotel entertainment, transfer charges, carriage hire, etc., in fact every item of necessary expense. The tourists need provide themselves with no funds beyond a few dollars for incidental or chance purchases they may be inclined to make; and in every case the best entertainment will be offered, as the leading hotels have been selected in each stopping place, and regular rates are paid, placing the tourist on an equal footing with other guests.

As the number of tickets to be sold for these tours will be limited, those contemplating the trip should secure tickets and Pullman, hotel and other accommodations as far in advance as possible. We will be pleased to send an itinerary to anyone contemplating the tour on application at this office, 200 East Baltimore street, passenger agent Baltimore district, Pennsylvania Railroad Co. †

### Deer Park, on the Crest of the Alleghenies.

To those contemplating a trip to the mountains in search of health and pleasure, Deer Park, on the crest of the Allegheny mountains, 3000 feet above the sea level, offers such varied attractions as a delightful atmosphere during both day and night, pure water, smooth, winding roads through the mountains and valleys, and the most picturesque scenery in the Allegheny range. The hotel is equipped with all adjuncts conducive to the entertainment, pleasure and comfort of its guests. The surrounding grounds, as well as the hotel, are lighted with electricity. Six miles distant on the same mountain summit is Oakland, the twin resort of Deer Park, and equally as well equipped for the entertainment and accommodations of its patrons. Both hotels are upon the main line of the Baltimore & Ohio Railroad, have the advantages of its splendid vestibuled limited express trains between the East and West. Season excursion tickets, good for return passage until October 31, will be placed on sale at greatly reduced rates at all principal ticket offices throughout the country. One-way tickets reading from St. Louis, Louisville, Cincinnati, Columbus, Chicago and any point on the Baltimore & Ohio system to Washington, Baltimore, Philadelphia or New York, or vice versa, are good to stop off at either Deer Park, Mountain Lake Park or Oakland, and the time limit will be extended by agents at either resort upon application to cover the period of the holder's visit. The season at these popular resorts commences June 23. For full information as to hotel rates, rooms, etc., address George D. DeShields, manager, Deer Park, or Oakland, Garrett county, Md. †

### Friday Excursions to Seashore Resorts via Pennsylvania Railroad.

On each Friday until August 31, inclusive, the Pennsylvania Railroad will sell, from Baltimore, five-day excursion tickets to Atlantic City, Cape May or Sea Isle City at the rate of \$4.00 for the round trip, which includes transfer of passengers through Philadelphia in both directions. Tickets good for going trip on train leaving Union Station at 12 05 noon, Fridays, and valid for return by any regular train within five days, including date of issue. The attractiveness of these resorts, the low rates, the character of the service and quick schedule time of trains present an opportunity, at a nominal cost, of devoting a few days at this season of the year to rest and pleasure at the seaside, also in bracing up the system of those who are compelled to spend the summer in work and who are not in a position to take an extended vacation. †

### Low Rates to Denver, Col.

The Baltimore & Ohio Railroad Co. will sell round-trip excursion tickets to Denver, Col., from all points on its lines east of the Ohio river July 19, 20 and 21, good for return on trains leaving Denver July 27, August 2 and 25. Tickets will also be sold to Denver August 8, 9 and 10, valid for return passage on trains leaving Denver August 19, 25, and September 13.

Passengers taking the Baltimore & Ohio have a choice of routes, going via Pittsburgh, Akron and Chicago; via Grafton, Bellaire and Chicago, or via Parkersburg, Cincinnati and St. Louis. Double daily service of express trains, with Pullman sleeping and dining cars on all routes. †

### Do You Take a Vacation?

If so, you'll be interested in the handsome summer tourist book of the Queen & Crescent Route. Send four cents in stamps to W. C. Rinearson, G. P. A., Cincinnati, Ohio, and get a copy. †

SOUTHERN people visiting the summer resorts of the New England seacoast for the first time should make a detour from the traveled routes from New York to Boston and pass over the Hudson-river territory to Albany or Troy and thence to Boston over the celebrated "Hoosac Tunnel Route" of the Fitchburg Railroad. It is a few miles away from the direct route, but miles that are so filled with enjoyment that they pass only too quickly and are remembered for all time. From Troy to Boston can be seen the most magnificent mountain scenery to be found in all New England. For miles the road winds in and out along the Deerfield river, a beautiful stream and one replete with historic interest. On both sides the mountains stretch away as far as the eye can reach. The train service of the Fitchburg Railroad is first-class in every way, parlor and buffet cars on express trains giving tourists every comfort found in other first-class railroads. †

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### Special Rates to Denver, Col., and Return.

The Pennsylvania Railroad will sell on July 19, 20 and 21 special excursion tickets from Baltimore to Denver, Col., and return, account meeting Order of Mystic Shrine, at rate of \$47.40, available for return trip on trains leaving Denver on July 27 and August 2 and 25. For meeting of League of American Wheelmen, round trip tickets at above rate will be sold August 8, 9 and 10, valid for return trip on trains leaving Denver on August 19 and 25 or September 13. Passengers have choice of routes going via Chicago or St. Louis. †

### Summer Vacation Tours.

The Baltimore & Ohio Railroad Co. now has on sale at all its offices east of the Ohio river a full line of tourist excursion tickets to all the lake, mountain and seashore resorts in the Eastern and Northern States and in Canada. These tickets are valid for return journey until October 31. Before deciding upon your summer outing it would be well to consult the Baltimore & Ohio book of "Routes and Rates for Summer Tours." All Baltimore & Ohio ticket agents at principal points have them, and they will be sent post paid upon receipt of ten cents by Chas. O. Scull, general passenger agent Baltimore & Ohio Railroad, Baltimore, Md. †